

MICHIGAN TRADESMAN.

VOL. 8.

GRAND RAPIDS, WEDNESDAY, MAY 13, 1891.

NO. 399

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SAGINAW, E. Side, MICH.

"MY FRIEND THE BURGLAR."

When I was a young man just starting in practice in the town of Dixon, I was appointed counsel by the court for a notorious burglar, who, after having long been a terror to our county, had at last been captured and was now awaiting his trial.

He was supposed to be one of a hard gang, and as I entered the room where he was confined I expected to see an abandoned-looking ruffian of middle age. Judge of my surprise, then, to find myself in the presence of the mildest-looking, blue-eyed, flaxen-haired youth of apparently not more than two and twenty years, though I afterwards learned that at least a decade must be added to that.

My much-studied repose of manner was rather shaken for a moment, but he at once came forward, offered me a chair, introduced himself as Mr. Brown, and asked for my name. I had previously known him as "Black Jack, a sarcastic appellation, I suppose on account of his extreme fairness.

On being told that I was the attorney appointed for his defense, his whole manner changed. A look of crafty cunning crept into his face, the cloak of good manners dropped from his shoulders, and I saw before me the unmistakable desperado whose apprehension had delighted so many hearts.

After a quarter of an hour of confidential talk, I plainly saw that the state would win its case against this man. My client and I were beaten before we began. He was very guarded in all his admissions, even under the sacred seal of legal confidence, and so I was surprised to hear him say, as I was leaving him that day:

"Well, Mr. Clarkson, of course I prefer to be cleared, and I shall try my chances on that; but it really matters little in the end. If the court convicts me, I shall not be caged very long.

"What do you mean?" exclaimed I, startled.

"Only that I never have been long behind the bars, and I never mean to be. I have good friends outside who will look after me."

I smiled incredulously. "You have never been in Jackson prison, sir, or perhaps your assurance would be less. Once there, you are safe to stay, I can assure you."

He laughed lightly and said good night, thanking me for my kindness in accepting his defense.

In our subsequent meetings, I took pains to tell him that I believed in his guilt and that the utmost I would undertake, would be a mitigation of his sentence. But he always accepted my assertions with an airy pleasantry, and seemed determined to be friendly in spite of me.

The trial came on, and, as I had expected, Brown was convicted and sentenced to Jackson for fourteen years. There were few redeeming circumstances in the case, and his sentence was a severe one. I looked for his com-

posure to desert him under this blow; but, on the contrary, he bade me a cheerful good evening as he was marched off to spend his last night in the county jail.

I went home with a very uncomfortable feeling in my heart. Was it my duty as a man to warn the officers of the jail of this fellow's hints of escape? But what had I really to tell? Only vague assertions about friends whose powers I did not believe in; and even these made in confidential talks with his lawyer. No, I would say nothing. He would undoubtedly be well guarded, and to-morrow the doors of Jackson prison would close securely upon him for many a long year.

When I went to my office the next morning, I saw at once that something unusual had taken place. Little knots of excited talkers had collected on the street corners, fierce gesticulations accompanied stealthy glances thrown over shoulders; and, as I approached, room was made for me to enter the first of these bubbling springs of gossip.

"Well, Clarkson," said an old lawyer, who had long been my friend and patron, "it seems that 'Black Jack' is free, and no thanks to you, my boy!"

I started, almost guiltily. "Free? What do you mean?"

"I mean that, to all appearances, he was abed and asleep whenever the warden looked in last night, but that when his breakfast was taken to him this morning, the figure in bed turned out to be only the pillow well covered up, while our bird had flown through the window by means of the neatest sawing on the bars you ever saw."

"Sawing? Where could he have concealed an instrument? Was he not thoroughly searched?"

"Of course, and he had nothing. Everything was taken away from him except a little, old, well-thumbed Bible that had 'Jessie Brown' faintly traced in it in old-fashioned letters. He said it had been his mother's, and begged that he might keep it as the last tie to better days. Naturally, they hadn't the heart or the conscience to refuse that. He must have been helped from outside."

"Who is after him? For I suppose somebody is."

"I should say so! The sheriff and all his posse, and half the town besides. They are wild at 'Black Jack's' escape, but I don't believe they will lay hands on him again very soon. He has had too good a start."

And so it proved. After three days' fruitless search, the hunters all returned, giving up the game as too wily for them, the sheriff fuming and fretting at an escape that had virtually cost him his reputation.

Just a week later, the morning post brought me a square, stylish-looking letter, addressed in a neat, feminine hand. I opened it with some surprise, as my lady correspondents were few, but had hardly read two lines when surprise became astonishment, and that, in turn, amazement. This was the missive:

Mr. Obediah Clarkson:

SIR—You wonder how I could have escaped from Jackson prison. In the same way, I reply, that I escaped from Dixon jail. I never knew a prison warden yet (and I have in my time come across a good many of them) that was hard-hearted enough to take away from me my mother's Bible. Well-concealed between its double covers are the only instruments I need to pick the strongest lock that ever was made or to file the thickest bar that ever was forged. I should not tell you this now, except that I am off for foreign parts, and never expect to see this country again. But I liked you and can't resist this parting word. When you defend another burglar, find a worthier one than

"BLACK JACK."

You see, the scamp was well educated, for his letter bore every evidence of that, as did his conversation. He had evidently seen better days, and the traces of dead manhood in him were doubtless what had attracted me. The letter was, of course, post-marked from a distant town where he had never been seen, and was no help in tracing the lost clue. Well, I thought this was the end of my adventure. But the queerest part was still to come.

The cares of life accumulated rapidly upon me soon after these occurrences, and my constantly increasing practice, followed by my marriage, succeeded in so filling my thoughts that "Black Jack" was driven almost from my memory.

Some five years after this episode, my wife and I found ourselves making a new home in a western state, and, in spite of some unavoidable twinges of regret, we soon settled into contentment and happiness in our unaccustomed quarters.

We had been inhabitants of the thriving little town of X—only a few months, when our quiet life was rudely aroused into excitement by a general alarm of burglars. A half dozen houses were broken into in one night: watches, silver, jewels, everything valuable and small enough to be easily carried were taken off, and yet the occupants of the various ransacked dwellings not once aroused from their slumbers. It was in those days almost like magic, and we hardly knew how to protect ourselves. The burglars were certainly doing their work in the most professional and deft-fingered way. Our neighbor on the right had been one of the latest victims, and we feared that our turn might come. Double locks and bars were employed; the police guard doubled, and I slept nightly with a loaded pistol under my pillow, which alarmed my wife almost as much as an anticipated burglary.

But all our precautions were of no avail. We waked one morning to find ourselves minus our small silver (all that was solid), my wife's diamond ear-rings, her father's wedding gift, and, greatest loss of all, my watch, a family heirloom, which I prized highly and which money could never replace. It bore among the quaint engravings of its inner case the name of my great-grandfather, which was also my own, "Obediah H. Clarkson."

The jewels and the watch had both been taken from what we had considered a safe hiding-place, in our own room, and yet we had been conscious of no noise, nor even of an unpleasant dream. But a faint, sickening odor in the room, combined with headaches, of which we both complained, left no doubt that chloroform had been the agent in

this burglary, as doubtless in all the others. Of course, I said that we must accept our fate like the rest, as there seemed small chance of the rascals being caught. Such a street guard, however, was now put upon the whole town that our house was the last on the list of the victimized.

Three days later, as my wife and I were sitting down to breakfast, which just now we had to be content to eat with plated forks and tea-spoons, there came a loud ring at the door bell. The faithful Bridget answered the summons and returned, after a short parley, with a small express package marked "paid." "My shoes from New York," said my wife.

"No," said I, "it is addressed to me. The new books I sent to Boston for," tearing off the wrapper as I spoke.

Imagine our sensation when, on removing the cover of a wooden box, our lost forks and spoons, the blue velvet case containing my wife's ear-rings, and my own beloved watch were revealed to our amazed eyes.

"Harry," gasped my wife, "where did they come from?"

"I don't know," I answered helplessly. Just at that moment my gaze fell upon a small folded note at the bottom of the box, and as I looked memory began to stir and waken; for that peculiar, delicate hand-writing had certainly come under my notice before. Still struggling with this faint and elusive remembrance, I unfolded the bit of paper and read its contents:

Mr. Obediah Clarkson:

DEAR SIR—You may thank your queer name for bringing these things back to you again. It was after we had left your house and the town that I saw the marking on your watch and knew that we had robbed a man that I have always felt was a friend. I vowed years ago that I'd do you a good turn some day, and now here it is: I have found out that you are the same Obediah who defended me at Dixon, and you're welcome to this "swag." I'll never rob you if I know it; for there is honor even among thieves. "BLACK JACK."

"Oh, Harry, Harry!" sobbed my wife (for I am happy to state that my middle name is Henry), "I'll never abuse your poor old name again! I did think it was frightful, but see what it has done for us—that and the kindness to that dreadful burglar."

I smiled rather weakly, remembering the sentence in the note about "honor among thieves," and almost felt that I had been included under that appellation! But from that day to this we have heard no more of "Black Jack," and have concluded that, in any event, the Obediah Clarksons are safe from his gentlemanly depredations. He is known in the family as "My friend the burglar," and his preference for me is rather a sore subject. GENE H. UNDERWOOD.

A Great Navy.

The United States will within the next five years have one of the finest navies in the world in point of effectiveness. Thirty millions in all have been appropriated for the navy department this year. The appropriation of \$18,000,000 made at the session of congress just closed, will be employed in completing work already begun and building new ships. Three great battle ships are now being laid down. These will be the equal if not the superior of anything now existing in the English navy. Although they will be only 10,000 tonnage, they will be superior in batteries carried to the ships recently launched by the Queen, which have a tonnage of 14,500 tons.

Don't Get Down on Your Knees!



But Buy a KING SHOE STOOL.

PRICE IN BLACK, WITH PLUSH SEAT, ONLY \$5.

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Five Cents Each for all dishes served from bill of fare.

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Send us a photograph of your store and we will make you a

Column Cut for \$6.

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Send a satisfactory photograph of yourself and we will make a column

Portrait for \$4.

THE TRADESMAN COMPANY,
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A METROPOLITAN MYSTERY.

Miss Melinda Parkinson had come down to New York to buy her summer patterns and to indulge herself with a glimpse at the great world, of which hitherto she had only become acquainted through the columns of the weekly newspaper.

"It must be a mortal strange place," said that amiable spinster, "where folks walk up and down Broadway in their Sunday clothes, and milk sells for ten cents a quart. And where they hain't no garrets to their houses, and go out to parties just when we Centrevillers are tying on our night-caps to go to bed. Well, well, it takes all sorts of people to make a world."

So Miss Melinda retrimmed her leghorn hat with sage-green ribbons, sponged over her ancient black silk gown, indulged in the extravagance of new gloves, and set forth for the great American metropolis to visit Cousin Lemuel Larkins, whose family had frequently spent halcyon summers at the farm, and to partake of whose hospitality she had had a standing invitation for some time.

Cousin Lemuel and his eldest daughter, Persephone, met her at the depot, with faces of friendly welcome. Cousin Lemuel was a photographer on the Bowery, and Miss Persephone "did" supernumerary parts at the Sparkle Theatre and had the promise of "going on" whenever there should be a vacancy in the regular *dramatis persona*.

"Come along, Cousin Melly," said Mr. Larkins. "Where's the check for your baggage? Here, expressman! And look sharp, d' y' hear?"

"But," shrieked Miss Melinda, "that check is all I've got to show for my trunk."

"It's all right," said Larkins, "it's all right."

"But the man is a perfect stranger!" "Ain't he an express-agent?" said Larkins.

"Yes; but how do you know he'll ever bring up the trunk at all," gasped Miss Parkinson. "I once read in the *Sentinel* how—"

"Come along," said Mr. Larkins, good-humoredly. "You'll find it'll all be as right as a trivet!"

"Ain't we going in a carriage?" "Bless us, no," said Cousin Larkins. "We're agoin' in the 'short cars.'"

"But why are you going in the short cars?" said Miss Melinda, in great bewilderment. "I thought you said you lived a mile and a half from the depot?"

"Oh!" said Mr. Larkins, "'short' means the cars, not the distance. Come! Let me help you aboard, there's a good girl."

No sooner was Miss Parkinson safely bestowed between a stout gentleman reading his paper and a black-velvet-cloaked lady, than she again began to be uneasy in her mind.

"Lemuel," said she, in a stage whisper, "I don't like these cars. I'd rather walk."

"But why?" said Mr. Larkins, who was hanging from a strap like a first-class trapeze performer. "Eh? The man next you a pick-pocket? But, my dear woman, it can't possibly be! He's a-holding up the paper with both his hands! How can he be picking your pocket?"

"Ah!" nodded Miss Parkinson, "they can't deceived me. One of 'em 's stuffed! I've read all about it! And he may be a-takin' my watch and my twenty-five dollars out of my under pocket with the real hand, this very minute, for all I know!"

"Madam," said the strange gentleman, jumping up and turning very red, as he started for the door, "I have not yet arrived at my destination, but I much prefer walking a few blocks, to finding myself the subject of aspersions such as these! Conductor, you will have the goodness to stop."

"There," cried Miss Parkinson, starting to her feet, "it's just as the *Sentinel* says!"

He's escaping! Driver, I insist that he shall be searched! Conductor, call the police!"

"P'r'aps," suggested Cousin Lemuel "you'd better see if your watch and money ain't safe, Melinda!"

"Because, marm," added the conductor, with the corners of his mouth twitching, "that there gent is Judge De Griffiths, of the Court of Common Complaints, as ain't noway addicted to pocket-picking, as ever I heard on!"

And Miss Parkinson, discovering that her valuables were all safe, subsided once more into her place and merely remarked that "we are all liable to mistakes."

She was rather surprised to discover that the Larkins family, instead of occupying one of the palatial mansions contiguous to Central Park, lived on the fourth floor of a rusty brick house on the Bowery, whose front windows were blinded by the Elevated Road and whose rear outlook consisted chiefly of cats and chimney tops.

There was a *Sommergarten* next door, where a band discoursed sweet music until three o'clock in the morning, and a shooting-gallery on the other side, and the ground-floor of their own building was occupied by a job printer, whose steam machinery, albeit it was underground, roared and hissed and kept the walls a-tremble until Miss Parkinson declared it was just like living over the crater of Vesuvius!

"La, my dear," said Mrs. Larkins, a comfortable elderly lady with a greasy poplin dress and a cap covered with crumpled artificial flowers, "you won't mind it after a day or two. It's really a very superior neighborhood!"

They supped off clam chowder, boiled lobsters, Vienna bread and Limburger cheese—for the Larkins family were quite cosmopolitan in their tastes—and spent the evening at the Ingomar Theatre, for which Miss Persephone had always a limited number of "orders." And when Miss Melinda Parkinson retired to rest in a back-hall bedroom, with the Elevated Road shaking the very casters of her bed every thirteenth minute, and a quartette of cats on the roof rivaling the German *arias* of Madame Frida Von Poppenhusen in the *garten* below, she seriously believed that gentle sleep was banished altogether from her eyelids.

In the middle of the night, Mrs. Larkins was aroused from her balmy slumbers by a rapping at her chamber-door.

"Eh?" said Mrs. Larkins, sitting up in bed, her classic brow crowned by an *cheveux de frise* of curl papers. "It ain't burglars, is it? Nor the fire department? Dear me, Cousin Melindy, what can you possibly be wanting at this time of night?"

"Lucretia," said Miss Parkinson, "hush! Come with me at once."

"Laws!" cried Mrs. Larkins, hurriedly shuffling her feet into list slippers and flinging on an ancient flannel dressing gown. "What is the matter? Ain't nobody sick, is there?"

"It's a sunnambulist," whispered Miss Parkinson, as Mrs. Larkins joined her in the hall. "A poor crazy creature on the roof next door, all alone by herself, with nothing but a step between her and death."

"La!" said Mrs. Larkins, beginning to tremble and develop strongly hysterical symptoms. "Are you sure, quite sure, that it ain't the Limburger cheese settin' heavy on your stomach? It don't agree with everybody, you know. And—"

"Come and see for yourself," said Melinda; and she drew her cousin to the curtained casement, which commanded the feline and the smoke-blackened view previously alluded to. "There, don't you see her dress flutter? Do you perceive how dangerously near the parapet-wall she stands?"

"Oh, good gracious!" cried Mrs. Larkins, covering her eyes with her hands. "Let's call Lemuel."

"Who is it that lives in the next house?" demanded Melinda. "For we must go there ourselves, Lucretia. There's no time to rouse anybody."

"And Lemuel sleeps like a log," said Mrs. Larkins, "and always thrashes around with his fists when he roused up sudden, thinking of burglars the very first thing, poor dear. It's Mr. Burnabee that lives there, a manufacturer of ladies' felt skirts, quite decent and respectable. Oh, yes, my dear; p'r'aps we'd better go, then, or the poor dear will fling herself

over the parapet, and it'll be a clear case for the coroner's inquest."

In the cloudy moonlight the two women crept dows stairs and rang loudly at Mr. Burnabee's door.

There was a delay. There always is a delay after the ringing of a city doorbell. But to Miss Parkinson and Mrs. Larkins there was a delay which seemed almost interminable before Mr. Burnabee appeared on the scene, a little, old, red-nosed man, with scanty hair, a palm-leaf-pattern dressing-gown and a candle whose feeble flame flickered to and fro while he held it shaded from the night-wind with one hand.

"Is it fire?" said Mr. Burnabee, "or is it an accident on the Elevated Road? I've always knowed it would come sooner or later."

"The roof! The roof!" gasped Melinda.

"Save her!" shrieked Mrs. Larkins. "Eh?" said Mr. Burnabee. "Save who?" What are you talking about, ladies?"

"The sleepwalker," cried Miss Parkinson. "The poor creature who hovers between life and death on the top of this house!"

"We saw a woman on the roof," explained Mrs. Larkins, "and she wouldn't answer when my cousin called to her; and we're almost certain sure she's insane."

Mr. Burnabee's wrinkled countenance broke into a smile.

"There ain't no woman there," said he. "Man," said Miss Melinda, "you are deceiving us."

"It's nothing on earth," went on Mr. Burnabee, "but my wire dummy as I fits the skirts over. The roof leaked all over her new pink cambric slip in the hard shower yesterday, so I jest set her out on the roof to dry. I put her out at night, because I knowed if I did it in the daytime there'd be no end of people asking questions and minding everybody else's business but their own."

"Oh!" said Miss Parkinson, rather awkwardly.

"Of course," said Mrs. Larkins, biting her lip.

"Much obliged to you, all the same," said Mr. Burnabee, blandly, although he still chuckled.

And the two women crept home again. "Lucretia," said Miss Parkinson, standing opposite her own door.

"W-w-well!" faltered Mrs. Larkins, scarcely able to repress her shivering. "Don't speak of this to any one, will you?"

"No, I won't," said Mrs. Larkins. But it is to be feared that she did not keep her word, for Mr. Larkins was full of dark allusions the next day, and Miss Persephone could scarcely speak for laughing.

Miss Parkinson purchased her patterns and secured her summer styles, and hastened speedily back to Centerville; and ever since she declares that all the wealth of the Indies would not induce her to live in that sink of iniquity and head-center of mystery, New York! And if people ask her why, she only shakes her head and says, mysteriously: "Never mind!" AMY RANDOLPH.

F. J. BARBER. A. C. MARTIN.

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It is a pure, concentrated Extract of Roots and Herbs. It makes a refreshing, healthful summer beverage at a moderate cost, for family use.

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GRAND RAPIDS, MICH.

AMONG THE TRADE.

AROUND THE STATE.

Reed City—H. L. Baker succeeds Morse & Baker in the jewelry business.

Ithaca—Theo. Rickman is succeeded by H. L. Howard in the harness business.

Marquette—M. R. Manhard is succeeded by the Manhard Hardware Co., Limited.

Palo—A. D. & W. E. Alchin have added a line of groceries to their hardware stock.

Mill Creek—J. D. Adams has removed his general stock from Alpine to this place.

Benton Harbor—W. S. Horton succeeds Rowe & Horton in the grocery business.

Old Mission—H. K. Brinkman & Co. have sold their grocery and notion stock to Wait & Hill.

Big Rapids—F. R. Ritchie & Co. are succeeded by W. J. Sloss in the flour and feed business.

Eaton Rapids—Geo. Wilcox & Co. succeed Wilcox & Blodgett in the drug and stationery business.

Chase—E. W. Barnes will remove his grocery stock from this place to Reed City, where he will resume the business.

Hudson—Ai Garrison has purchased an interest in the grocery business of L. W. Galoway. The new firm will be known as Galoway & Garrison.

Traverse City—The store formerly occupied by E. H. Pope will be taken possession of by S. Cohen, of Kalkaska, who will put in lines of clothing and dry goods.

Adrian—Johnsen & Wheeler, the Detroit wholesale grocers, resorted to the Lenawee Circuit Court to fasten partnership liability on Chauncey Cooper, of Onsted, claiming that Cooper was the company of Aldrich & Co., with whom they did business and against whom they desired a judgment for the balance due, about \$197, and also for two other accounts assigned them, amounting to \$300 in all. The court directed a verdict for the defendants, on the theory that a married woman cannot be a partner of a firm in which her husband is also a member.

MANUFACTURING MATTERS.

Tecumseh—Heesen Bros. & Co. have begun the erection of an addition to their foundry, 50 feet long.

Ionia—The Hammell Cigar Co. proposes to increase its working force from twenty-five to fifty men.

Charlotte—Berger, Burdick & Co., of Detroit, will start their branch cigar factory in this city this week.

Gladwin—W. B. Tubbs & Co., who are operating Dutcher's shingle mill here, have started camp and are putting in logs to keep the mill in operation.

Watersmeet—The Watersmeet Lumber Co. is financially embarrassed. A trust deed has been given for \$160,000. The nominal assets are estimated at \$230,000, and the liabilities are covered by the trust deed.

Saginaw—Whitney & Batchelor have shipped 13,000,000 feet of logs by rail from Clare county to Saginaw, and have about 13,000,000 feet in the lakes there, which will be hoisted out by steam power and railed to their mill at this point.

Marquette—John Marsden, who operates a mill near Farnham on the Milwaukee & Northern's Ontonagon branch, has had his mill running since April 1.

He expects to build a spur from the railroad into his mill, giving him better shipping facilities.

Marquette—The shingle mill at Matchwood, owned and operated by Walker & Cooper, is lying idle. Some of the machinery has been broken and the owners appear to be having a misunderstanding with Brown & Kelly, for whom they were to cut 5,000,000 feet of logs.

Michigamme—Dyer Bros. have the frame of their shingle mill on Lake Michigamme up, and have received most of their machinery. They have about 1,000,000 feet of logs in boom at the mill, and will manufacture what shingle timber there is in J. C. Brown's cut on the Peshekemie.

Detroit—On April 1 the firm of McLaughlin Bros. & Co., cigar manufacturers, bought out Ed. Burk & Co., and became responsible for that firm's debts. They proved too big a load and on April 22 the firm had to assign to R. D. Currey. An arrangement has now been made with the creditors, which place the firm on a good foundation.

Saginaw—The A. W. Wright Lumber Co. has a crew of men taking up a branch of its logging road in Clare county, used in hauling logs for Rust, Eaton & Co. and Merrill & Ring. It will soon begin building a road into its pine west of Meredith. It has four years' work in that section, after which its equipments will be removed to Minnesota.

Muskegon—The Lakeside Manufacturing Co. has been organized with a capital stock of \$30,000, all paid in, having acquired the Tillotson sawmill property and the Misner planing mill and box factory. The stockholders are J. W. Moon, Geo. J. Tillotson, P. P. Misner, W. W. Barcus and Paul S. Moon. J. W. Moon is President of the corporation, Geo. J. Tillotson, Vice-president, P. P. Misner Secretary and W. W. Barcus Treasurer.

West Bay City—The steel ocean-going steamship *Keweenaw* was launched at Wheeler's yard on Saturday in two sections, and was a success. At Montreal the sections will be joined. This is the sister ship of the *Mackinaw*, owned by the Saginaw Transportation Company, all lumbermen. Arthur Hill, one of the owners, has gone to California, it is said, for the purpose of looking up a freight route for both of these vessels. The *Mackinaw* has been freighting on the Atlantic coast several months.

Manistee—All the sawmills here are now making sawdust, that of the Stronach Lumber Co. being the last to start. There will be no lack of logs, as those which are not got in during the winter will reach us by rail. In fact, most of the mills now like to have their bill logs cut in summer and railed in, as by that method they can the more readily cater to the wants of their customers, and need cut only such lengths from day to day as the market calls for, and thus not have in their booms a lot of unsalable lengths, that they have to carry over from year to year.

Saginaw—The lumber shippers here are kicking vigorously over the discrimination against Saginaw on the matter of rail rates, and declare that unless it is remedied a movement will be inaugurated to withdraw as much of their business as possible from the railroads, and ship by vessel to lake points and there reship by rail. They assert that the recent 8 per cent. reduction does not

affect New England rates, and that it was not asked for. They simply demand an equitable and fair rate, such as the magnitude of the tonnage offered entitles them, and upon which business can be increased instead of curtailed.

Purely Personal.

J. and C. J. Lokker, proprietors of the creamery at Holland, were in town Saturday.

O. F. Conklin has returned from Port Washington, Wis., where he purchased a stock of goods owned by Fred Ballard.

L. Cumins, book-keeper for C. B. Metzger, has taken a similar position with Swift & Company, succeeding D. H. Palmer, retired.

Owosso *Times*: Stanley E. Parkill was elected a member of the executive committee of the national organization of state examining boards at the national association of druggists held in New Orleans last week.

Myron Hester and family have the sympathy of a wide circle of friends in the death of Mrs. Hester, which occurred on Sunday. The deceased was a patient sufferer for months and her demise was as peaceful as her life had been.

Crumbly Cheese.

From the New Dairy.

Crumbly cheese has a bad odor in the market and a good reputation at the table. It is a sign of age, of ripeness, and is a sure character of the highest priced varieties, but we believe it is a bad keeper, letting the air in and inducing mold. We once sat down before a bowl full of cheese the size and shape of buckshot. It was good, very good, but we were afterwards told that it had been worked into that shape by skippers that had been "kiln dried." Well, we got dried meat along with our cheese, that's all.

ENGRAVING

It pays to illustrate your business. Portraits, Cuts of Business Blocks, Hotels, Factories, Machinery, etc., made to order from photographs.

THE TRADESMAN COMPANY,
Grand Rapids, Mich.

PAUL EIFERT

Manufacturer of

Trunks, Traveling Bags and Cases

SAMPLE TRUNKS AND CASES

MADE TO ORDER.

Write for Prices.

41 SO. DIVISION ST.,
Grand Rapids, Michigan.

EATON, LYON & CO.,

JOBBERS OF

Stationery and Books

A Complete Line of

HAMMOCKS,
FISHING TACKLE,
MARBLES,
BASE BALL GOODS

Our new sporting goods catalogue will be ready about February 10th.

EATON, LYON & CO.,
20 and 22 Monroe St.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisement taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

A SNAP—CLOTHING AND MEN'S FURNISHING goods stocks for sale in town of 1,800 people. Only clothing store in town. Trade all spot cash. \$2,500 a week paid out in factories every week. For particulars, address No. 236 care Michigan Tradesman, Grand Rapids.

FOR SALE—I HAVE A STOCK OF DRUGS AND books to the amount of \$1,500, situated in the best little town in Michigan, which I offer for sale for cash or its equivalent. W. R. Mandigo, Sherwood, Mich. 248

DRUG STOCK—NEAT AND ATTRACTIVE, AND NEW hardware fixtures. Excellent location on best retail street in Grand Rapids. Expenses very light and trade steadily increasing. Low inventory, just completed, \$2,500. On account of failing health, will sell at invoice or for \$2,400 cash, if sold by March 15. Otherwise will hold it as an investment. A general investigation solicited. Address "F," care Hazeltine Perkins Drug Co. City. 197

FOR SALE—A FIRST-CLASS, WELL-ASSORTED stock of hardware and building material, situated at Port Huron. Did a business of \$68,000 last year. No old stock or rubbish. Will invoice about \$29,000. Proprietor sick in bed and unable to attend to the business. Address Geo. M. Dayton, Lansing, Mich. 228

FOR SALE—FINE STOCK OF BOOTS AND SHOES special line. No old goods. Everything desirable. Good trade, mostly cash. Excellent farming country. Address "Shoes," care Michigan Tradesman 214

FOR SALE—COMPLETE DRUG STOCK IN A GROWING village on good line of railroad, surrounded by fine farming country, as there is anywhere in Michigan. Must quit the business on account of failing health. Address No. 213 care Michigan Tradesman. 213

FOR SALE—HALF INTEREST IN A GENERAL stock located in a thriving town. Capital necessary, about \$1,200. Address No. 241, care Michigan Tradesman. 241

FOR SALE—VARIETY STOCK, LOCATED ON MAIN street in the booming city of Muskegon. For full particulars address No. 242, care Michigan Tradesman. 242

FOR SALE—WILL SACRIFICE A STOCK OF GENERAL merchandise inventoried at \$800. Only store within three and one half miles. Situated on C. & W. M. Railway. Good store building, dwelling and barn. Reasons for selling, death of proprietor. Address H. M. G., care Michigan Tradesman. 232

FOR SALE—BAKERY AND RESTAURANT; GOOD business; in good town; plenty boarders; good chance; other business reason for selling. Address box 238, Dowagiac, Cass Co., Mich. 238

FOR SALE—GROCERY STOCK, DESIRABLE LOCATION. A bonanza to the right man. Address Grocer, care Michigan Tradesman. 246

FOR SALE—WELL-SELECTED DRUG STOCK, INVENTORY about \$1,200, situated in good country town of 500 people. Reason for selling, proprietor has other business. Address No. 173, care Michigan Tradesman. 173

FOR SALE—A COMPLETE DRUG STOCK AND FIXTURES; stock well assorted; can be bought at a bargain. Address for particulars S. P. Hicks, Lowell, Mich. 124

WANTED—I HAVE SPOT CASH TO PAY FOR A general or grocery stock; must be cheap. Address No. 26, care Michigan Tradesman. 26

SITUATIONS WANTED.

WANTED—BY YOUNG MAN, SITUATION AS BOOK-keeper, assistant book-keeper or collector. Rest of references. Address E. care Michigan Tradesman. 243

WANTED—SITUATION BY REGISTERED ASSISTANT pharmacist of four years' experience. Best of references. H. Fox, 238 Jefferson St., Grand Rapids, Mich. 245

WANTED—POSITION BY REGISTERED PHARMACIST, four years practical experience. Address Box 170, Bangor, Mich. 229

WANTED—POSITION IN STORE BY A SINGLE MAN who has had fourteen years experience in a general store; can give A. No. 1 references. Address Dick Starling, Eastmanville, Mich. 225

WANTED—SITUATION BY AN EXPERIENCED hardware clerk. Can furnish No. 1 references. Address Box 33, Bangor, Mich. 239

MISCELLANEOUS.

WANTED—A DRUG CLERK WITH ONE OR TWO years' experience. Registered assistant preferred. Good references required. A good chance to learn the business. I. F. Hopkins, Muskegon, Mich. 240

WANTED—AN EXPERIENCED HARDWARE CLERK. A married man, who wants steady employment will have the preference. Send references from last employer to box 1,204, Cadillac, Mich. 230

FOR SALE—TWELVE TO TWENTY ACRES OF LAND for summer home. Seven miles north of Traverse City on the East Arm of Traverse Bay on the Peninsula, ready fitted for building. C. E. Clapp, Archie, Mich. 238

FOR SALE OR RENT—CORNER LOT AND 5-ROOM house on North Lafayette st., cellar, brick foundation and soft water in kitchen. \$1,200. Terms to suit. Cheap enough for an investment. Address No. 187, care Michigan Tradesman. 187

WANTED—REGISTERED PHARMACIST, WITH TWO or three years' experience. Must be able to give good references. Address No. 247, care Michigan Tradesman. 247

WANTED—FIVE SALESMEN BY THE GEORGE D. Hawkins Medicine Co. (Manufacturers and wholesale dealers in Hawkins Great Specific Cures) to represent them on the road. Commencing on July 10th. No one but first-class experienced salesmen need apply. Good positions guaranteed to good salesmen. Write for terms to George D. Hawkins Medicine Company, Hawkins, Mich. 244

CLARK, MASON & CO.,

DEALERS IN

All Kinds of Dairy Supplies,
ADRIAN, MICH.

Correspondence Solicited.

GRAND RAPIDS GOSSIP.

Wells & Clear, illuminating oil dealers at Lansing, contemplate establishing a branch bulk station in this city.

Wm. H. Downs has removed his notion stock from the Hermitage block to 8 South Ionia street, which will hereafter be his headquarters.

Chas. E. Williams, formerly engaged in the grocery business on Plainfield avenue, has arranged to embark in the butter and egg business, buying and selling at wholesale.

Austin Richardson lost a new shingle and saw mill by fire in Cedar township, Osceola county, Saturday. The mill was not quite ready to begin operations. It will be rebuilt at once.

B. S. Harris has broken ground for a two-story addition to his double store on South Division, adjoining the present structure on the north, 36x90 feet in dimensions. The building will have a brick front and will probably be completed by July 1.

Some of the grocery clerks are agitating the matter of making the picnic half holiday a full holiday and getting up a trade display in the forenoon. The project is not looked upon with favor by the grocers, as they are of the opinion that the stores ought to be open at least half the day for the accommodation of the public.

Gripsack Brigade.

John Cummins has gone to Bradford, Pa., to remove his family to this city.

F. L. Gifford, of Owosso, has engaged to travel for Urquhart Bros., cracker bakers and confectioners at Lansing.

Hi. Robertson is spending most of his time at Bangor, attending the bedside of a brother, who has been dangerously ill for three weeks.

L. M. Mills has received a patent on a bank check punch, which he proposes to put on the market in conjunction with his patent cash register.

Jas. N. Bradford ran a nail through his foot at Baldwin last Wednesday and now walks with a crutch. It will probably be a week or ten days before he will be out again.

Fred Broad, who traveled several years for A. C. McGraw & Co., of Detroit, having been a partner in the firm, died at Pontiac last week. The death was caused by heart failure.

Williams, Sheley & Brooks have placed their sundry department under the management of William H. Dodds, having engaged Walter A. McMillan to represent them in the capacity of traveling salesman.

T. P. S. Hampson left Sunday for Providence, R. I., where he will inspect the works of his employer, the U. S. Gutta Percha Paint Co., after which he will drum the trade of New England for a month or six weeks.

The Michigan Commercial Travelers' Association has accepted the invitation of the Grand Rapids Traveling Men's Association to hold an unofficial semi-annual convention in this city on July 25. The day will probably be given over almost wholly to social pleasures, concluding with a banquet at North Park or one of the hotels in the evening.

M. J. Matthews, Secretary of the Michigan Commercial Travelers' Association,

writes THE TRADESMAN as follows: "The affairs of the M. C. T. A. are prospering. There have been admitted to this date this year twenty-one new members. April dues were paid promptly by the members. Assessment No. 3 is ordered to date from May 20 and to close June 19, to cover the death claim of H. Bonninghouser, of Detroit, one of the charter members. The Detroit members are anticipating the 25th of July, the date given by the Grand Rapids T. M. A. for the semi-annual convention of the Association in Grand Rapids."

Allegan Journal: "John Payne, Jr., who has been traveling for a wholesale grocery house in Grand Rapids, made his usual call here a week ago Monday. He had been ill a couple of weeks before starting out on his trip, but was anxious to serve his employers and thought he might feel better, but when on the road had to give up and return to Grand Rapids. News was received here a day or two after that he was sick with consumption and some of his friends here started out with a subscription paper, soon raising \$53, to help him in his affliction. Last Monday Charles Fuller went to Grand Rapids to present him the amount and see what more could be done for him, but found that he had gone to Vicksburg, where his mother lives. Charley then forwarded the check to John and last evening received a letter from him stating that he was much better and hoped to be out soon again and, while very grateful to his friends here for their sympathy and generosity, he could not accept their gift, as the house he was working for was paying him regularly and he was getting along all right."

A French chemist has made a blue soap which will render unnecessary the bluing in laundry work. In ordinary soap he incorporates a solution of aniline green in strong acetic acid. The alkali of the soap converts the green into blue, uniformly coloring the mass. This will be glad news to the housewife and laundry woman.

A prominent dry goods firm in Chicago has set up a retail coal business in connection with its trade. The proceeding is quite ludicrous. It is now in order for a coal firm to take a hand in the dry goods trade and deal in shirts and socks.

Crockery & Glassware

LAMP BURNERS.		
No. 0 Sun	.....	45
No. 1 "	.....	50
No. 2 "	.....	75
Tubular	.....	75
LAMP CHIMNEYS.—Per box.		
6 doz. in box	.....	1 75
No. 1 "	.....	1 88
No. 2 "	.....	2 70
First quality.		
No. 0 Sun, crimp top	.....	2 25
No. 1 "	.....	2 40
No. 2 "	.....	3 40
XXX Flint.		
No. 0 Sun, crimp top	.....	2 60
No. 1 "	.....	2 80
No. 2 "	.....	3 80
Pearl top.		
No. 1 Sun, wrapped and labeled	.....	3 70
No. 2 "	.....	4 70
No. 2 Hinge, " " "	.....	4 70
La Bastie.		
No. 1 Sun, plain bulb, per doz.	.....	1 25
No. 2 "	.....	1 50
No. 1 crimp, per doz.	.....	1 35
No. 2 "	.....	1 60
FRUIT JARS.		
Mason's or Lightning.		
Pints	.....	87 50
Quarts	.....	8 00
Half gallons	.....	10 50
Rubbers	.....	55
Caps only	.....	3 50
STONEWARE—AKRON.		
Butter Crocks, per gal.	.....	06 1/4
Jugs, 1/2 gal., per doz.	.....	75
" 1 " " "	.....	90
" 2 " " "	.....	1 80
Milk Pans, 1/2 gal., per doz. (glazed 75c)	.....	65
" " 1 " " " (" 90c)	.....	78

BORDEN & DRYSDALE,
WHOLESALE
 Foreign and Domestic Fruits, Produce and Commission.
 114 and 116 South Franklin St., Saginaw, Mich.
 WRITE FOR QUOTATIONS.
 REFERENCES—Second National Bank, The James Stewart Co., Limited, McCausland & Co.


Are You Out of Envelopes?

WRITE us for Samples and Prices. Possibly we can save you money. We have a good white envelope (our 154) which we sell:

	No 6 Size 3 1/2 x 6	No 6 1/2 Size 3 3/8 x 6 1/4
500	\$1.40	\$1.50
1,000	2.40	2.50
2,000	2.15	2.25
5,000	1.75	1.85
10,000	1 60	1.70

Special prices on larger quantities. This is not a cheap stock, but good fair envelope. We have cheaper and have better grades, but can recommend this one.

THE TRADESMAN COMPANY
 GRAND RAPIDS, MICH.



To Clothing and General Store Merchants:
 It cannot be disputed that
Michael Kolb & Son,
 Wholesale
 Clothing Manufacturers
 —OF—
 Rochester, N. Y.,
 Have had for nearly 30 years past and have to-day one of the largest trades in Michigan; and why? Because the merchants who handle our line know that when a customer visits their store they can rely upon good goods and materials, and a perfect fit. Our goods are made so well and our prices so equitable that we fear no competition, not even from manufacturers making inferior garments to catch the merchants with low prices.

WILLIAM CONNOR,
 Box 346, Marshall, Mich.

We commence April 1st,
CLOSING OUT

Our entire line of Spring and Summer Goods at great bargains and prefer to offer the same to the general trade rather than to one or two large houses. It will pay you to write our Michigan agent, William Connor, who resides at Marshall, Mich., to call upon you and look at these

GREAT BARGAINS IN
Men's, Youths', Boys' and Children's Clothing

William Connor will be at Sweet's Hotel, Grand Rapids, on Thursday and Friday, May 14 and 15.

A Cotton-Duck Combination.

The movement to consolidate the manufacture of cotton duck under one management is said to have received a new lease of life, and it is predicted that the movement will be successful within sixty days.

"The plan so far discussed contemplates the formation of a stock company, with a capital of from \$8,000,000 to \$10,000,000, divided proportionately into preferred and common stock.

A fair valuation will be placed upon the property of each factory that enters the pool, and stock therefor issued to the present owners.

There will be one general office, probably located in Baltimore, which will exercise a supervision over the workings of each factory, and will consolidate in its hands the financial operations of the pool and attend to all the contracting for raw and manufactured material.

The plan will be similar in operation to that of the cordage consolidation. Each factory that enters the pool will conduct the general business of manufacturing under its existing management.

The only restriction is that the quality and width of the manufactured article shall be dictated from the general office. This is said to be one of the chief advantages to result from the pool.

As at present conducted, there is a strong competition between the factories. No factory will refuse an order for any width or quality of duck for which a contract can be secured.

A practical manufacturer said that changing the looms from one width of cloth to another, and the adjusting of machinery necessary to operate under the change, frequently entails the loss of one-half a day or a day to the operatives and to the work of the mill.

Under the consolidation as proposed such changing will be avoided, as competition will be entirely destroyed. Each mill will be given the work of manufacturing duck of a specified width and quality, and the looms and machinery once arranged will continue in that line.

In this way the whole field will be covered, as each factory will be given separate work, and no two factories will make exactly the same article. Another advantage urged by those in favor of the consolidation is the saving of office expenses to each factory.

This will amount to from \$150,000 to \$200,000 annually, which will go to swell the dividends of the pool.

Another meeting of those interested in this scheme will be held within the next thirty days, when the matter will be further discussed and the basis of a final settlement probably reached.

The leading manufactories of cotton duck in Baltimore and its vicinity are the Mount Vernon, Druid, Laurel, Woodberry and Franklin mills.

There are also mills at Lawrence, Plymouth and Manchester, Mass., and one in Georgia. Sixty-six per cent. of all the cotton duck made is said to be turned out at Baltimore and vicinity.

Elephant Leather.

"The tanning of elephant hides," says the Boston Journal of Commerce, is comparatively a new industry. The method employed is practically the same as in the tanning of cow hide, except that a stronger combination of tannic ingredients is required, and greater length of time, about six months, is necessary to perform the work.

When the hide is taken out of the vat it is 1 1/2 inches thick. Articles made of elephant hides are expensive luxuries. A small pocketbook of elephant's leather, without any gold or silver ornamentations, costs about \$40.

A small satchel made of the same leather costs from \$300 to \$400. Cigar cases, card cases and similar articles vary from \$25 to \$100. Floor rugs are also made of the leather.

Dry Goods Price Current.

Table of Dry Goods Price Current, listing various items like Unbleached Cottons, Bleached Cottons, and other goods with their respective prices.

Table of Demins, Gingham, Amoskeag, and other goods, listing various items and their prices.

J.&P.COATS' BEST SIX-CORD Spool Cotton advertisement, featuring a spool of cotton and text describing the product's quality and availability.

Voigt, Herpolsheimer & Co., DRY GOODS, NOTIONS, CARPETS, CURTAINS. Advertisement for a variety of goods, including shirts, pants, and awnings, with contact information for CHAS. A. COYE.

Make the Store Attractive.

A correspondent of the *Metal Worker* recently dropped into the store of a successful hardware dealer, receiving the following pithy advice from the proprietor of the establishment:
 "Young man, if you ever start in business, start with an idea that to attract trade you must make your store attractive. Make it different from those of your competitors. Now is a splendid time to make a display. It is spring. New houses are building. Farmers are coming to town and they want tools and hardware for the farm and for the repairs on the house. Do you suppose they will go to a hardware store where the windows haven't been washed, and the tools and articles in the show windows and in the cases are specked and streaked with rust? Rusty stock is always a criterion of a rusty business method and a rusty proprietor. Of course this is not the case after a fire company has been doing duty in the building or adjacent structures. Walk along the thoroughfare and you can easily tell the men who are doing well. There is a hardware store with a handsome new sign over it. The letters gleam and shine in the sun. Look in the window. You will see goods arranged in a novel way, and there are bright tools in different combinations. Fancy hinges and keys and all sorts of stock are combined in attractive designs. Walk in. Everything in the store is in keeping with the show window which invited you to enter by its neatness and the excellent stock displayed. All along the walls the samples on the different boxes are bright and well kept. The show cases are arranged so that the light displays their contents to the best advantage. The clerks are brisk and accommodating. In the principal office is a table and on it are all the trade papers arranged for use and consultation. In this store the latest goods can be found. The proprietor is pleasant, like his establishment, and the goods you buy from him are always satisfactory and just what they are represented to be. While you are there customers are constantly coming and going. That man does a good business. It pays him to keep his concern in the way he does. And you will find, to conclude with, that he is a sincere believer in the maxim 'Advertising pays.'"

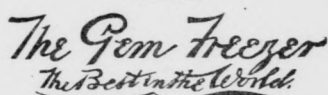
A Favorable Condition.

Evangelist—"What are the prospects in this city for a series of revival meetings? Do you think I would meet with success?"

Citizen—"Yes, I think you would do well. Money is easier with us than it has been for some time."

ICE CREAM FREEZERS.

IF YOU WANT TO SATISFY YOUR CUSTOMERS—SELL THEM THE BEST, THE MOST CONVENIENT AND ECONOMICAL



DO NOT ALLOW YOURSELF TO BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM OR GIVE YOU PRICES AND DISCOUNTS.

DOUBLE ACTION. WHITE CEDAR PAIL. GEARING COMPLETELY COVERED. SELF-ADJUSTING SCRAPER. CANE FULL SIZE. USES LEAST ICE.



MANUFACTURED BY AMERICAN MACHINE CO. LEHIGH AVENUE AND AMERICAN ST., PHILADELPHIA.

JOHN H. GRAHAM & CO. MAN'FRS AGTS, 113 CHAMBERS ST., NEW YORK.

Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

Item	Price
Snell's	40
Cook's	40
Jennings' genuine	25
Jennings' imitation	50&10
AXES.	
First Quality, S. B. Bronze	7 50
" D. B. Bronze	12 00
" S. B. Steel	8 50
" D. B. Steel	13 50
BARROWS.	
Railroad	14 00
Garden	30 00
BOLTS.	
Stove	50&10
Carriage new list	75
Plow	40&10
Steigh shoe	70
BUCKETS.	
Well, plain	3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright fast joint	66&10
Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 17, '85	40
CRADLES.	
Grain	50&02
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 30
" 14x52, 14x56, 14x60	28
Cold Rolled, 14x56 and 14x60	25
Cold Rolled, 14x48	25
Bottoms	27
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6 1/2
ELBOWS.	
Com. 4 piece, 6 in	doz. net 75
Corrugated	dis. 20&10
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, #18; large, #36	30
Ives', 1, #18; 2, #24; 3, #30	25
FILES—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 18	28
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	50

Item	Price
HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/2 and longer	3 1/2
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
" " " 1 1/4	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	dis. 50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60
Kettles	60
Spiders	60
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 & 10
WIRE GOODS.	
Bright	dis. 70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	70
KNOS—New List.	
Door, mineral, jap. trimmings	dis. 55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 24&10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Co.'s	40
" Enterprise	25
MOLASSES GATES.	
Stebbin's Pattern	dis. 60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 90
Wire nails, base	2 30
Advance over base:	
Steel	Base
40	10
50	10
60	10
70	10
80	10
90	10
100	10
110	10
120	10
130	10
140	10
150	10
160	10
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810	10
820	10
830	10
840	10
850	10
860	10
870	10
880	10
890	10
900	10
910	10
920	10
930	10
940	10
950	10
960	10
970	10
980	10
990	10
1000	10

BICYCLES.

We have taken hold of this line of goods with our accustomed energy and shall carry a full assortment of the best makes. We shall be glad to give full information and prices to any one desiring to secure an agency.

FOSTER STEVENS & CO.

Grand Rapids, Mich.

Michigan Tradesman

Official Organ of Michigan Business Men's Association.

A WEEKLY JOURNAL DEVOTED TO THE

Retail Trade of the Wolverine State.

The Tradesman Company, Proprietor.

Subscription Price, One Dollar per year, payable strictly in advance.
Advertising Rates made known on application.
Publication Office, 100 Louis St.

Entered at the Grand Rapids Post Office.

E. A. STOWE, Editor.

WEDNESDAY, MAY 13, 1891.

AGAIN DISAPPOINTED.

IT PAINS THE TRADESMAN beyond measure to be compelled to announce that its friends, the Patrons of Industry, are again plunged into the gloom of despair. When the trio of Port Huron schemers inaugurated the order, a couple of years ago, the ignorant portion of the membership hailed the 10-per-cent-above-cost plan as a guiding star which would lead them out of the land of bondage. When THE TRADESMAN mildly suggested that it might not be so satisfactory as the Patrons anticipated, the paper was denounced as the organ of monopoly and the especial champion of trusts. THE TRADESMAN maintained its position, however, and within a year and a half the official organ announced that the percentage trading plan had proved to be a failure, but that the Patrons' Commercial Union—in which the editor of the official organ was the leading spirit—would bring order out of chaos and afford the farmer a medium through which he could get his supplies at a small percentage above cost. Thousands of farmers thereupon contributed \$1 apiece for the privilege of buying goods at the prices established by the Union. That such prices are far from satisfactory is evidenced by the angry mutterings in the newspapers all over the State, of which the following clipping from the *Charlotte Republican* is a fair sample:

Luther Johnson, a farmer and wagon maker of Benton, called at this office, Saturday, and made complaint that he had been having some dealings with the Patrons' Commercial Union, of Lansing, that had proved very unsatisfactory. Indeed, he exhibited conclusive evidence that he had paid the Commercial Union more for several different articles than he could have purchased them for at retail at the stores in this city. Mr. Johnson also asserted that he had written the officers of the association in regard to the matter and had not received any reply whatever to his communications. We give publicity to the complaint through our columns in the interest of the public and would suggest to those who contemplate patronizing the Union that they investigate prices in advance.

So general are the complaints against the Union and so firmly rooted is the belief of the average farmer that no money can be saved by permitting some one else to do his trading, that the abandonment of the Lansing scheme is now only a matter of time. The dollars which flowed in so freely at the inception of the undertaking now jingle in the pockets of the farmers and the tills of the merchants.

Indications are not lacking that the cheese business of America is on the verge of a revolution as remarkable as that which overtook the butter industry ten or a dozen years ago. In the opinion of THE TRADESMAN the time is not far distant when every cheese factory will make use of the separator, mak-

ing butter when cheese is low in price and resuming the manufacture of cheese when it pays better than butter. Such an innovation would prevent the glutting of the markets so common under the present system and could not fail to yield better returns to both manufacturer and patron.

Not for many years have the cheese-makers of the country begun operations under such favorable auspices as the present season. Every indication points to a remarkably successful and profitable season in all parts of the country, as the principal consuming and shipping markets are practically bare of old stock and the product of 1891 is sure to partake of the same increased value which has overtaken all classes of farm products.

The managers of the Detroit Exposition expect to have an exceptionally complete dairy department for the 1891 exhibit and have been so fortunate as to secure the services of S. J. Wilson as superintendent and Hon. E. N. Bates as judge. These gentlemen acted in the same capacities last year and claim to have laid the foundation for a thoroughly representative exhibit the present season.

He Wants More Information.

CLIMAX, May 8.—In an article in your May 6 issue, entitled, "Is Business What We Make It?" the writer says, "I have formulated a system at last by which I am enabled to know at any time in a few minutes, whether I have made or lost money during the past month—in other words, whether my expenses have exceeded my profits and where."

To a merchant doing a general and extensive business, this would seem an absurd statement and so it can not otherwise be. However, if this gentleman can prove his statements, and if he is doing any business worth mentioning—the merchants of Michigan can well afford to vote him upon the retired list with full pay for life, on consideration of a recipe for the solution of the question. I would like to ask the gentlemen, if he is doing a credit business, how he can determine profit and loss on an account within a month. Nearly all merchants doing a large and general business anticipate their wants in many lines three to five months. For example, they buy gloves and mittens from manufacturers' agents in April for the coming fall, winter and spring trade. They buy rubber goods in April for the fall, winter and spring trade. They anticipate three to six months their boot and shoe trade. They anticipate a large share of their trade in ready made garments. Now, if your correspondent can tell how to regulate the weather, in order to have a successful sale of these anticipated goods, or to regulate the styles until our goods are sold, whereby no depreciation in value may occur by the weather or out of style goods; if he can tell us how to foresee decay and depreciation of goods by handling; if he can tell us accurately within a month how we can compel our customers to buy our goods at the margin we must sell to make a profit, when one competitor is selling for less, or, if selling at a loss, how to avoid it within a month; if he can explain these points to satisfaction of the average merchant—he is, indeed, a wise man. We invoice annually in order to know the result of the year's labor. We must invoice monthly to obtain the result of a month's labor, and this would be rather unsatisfactory, as it is the experience of merchants doing a large business that some months in the year their purchases must exceed their sales; hence a loss would be charged up to this month when no actual loss has occurred. While we acknowledge it is no "boy's play" to successfully manage a stock of goods, we do contend that no merchant can decide to any degree of satisfaction on profit and loss for any one month of the twelve in the year.

J. F. CLARK.

THE CIRCUIT COMPLETE.

List of Grand Rapids Boys Who Represent Outside Houses.

[The following is believed to be a complete list of the traveling men who reside in this city, but represent outside houses, carefully revised to May 13.]

F. G. Aldworth, John Wyeth & Co., Philadelphia.
Geo. W. Alden, Petoskey Woodenware Co., Petoskey.
Frank C. Adams, Adams & Ford, Cleveland.
Will Adams, Cerealine Co., Columbus, Ind.
Wm. Boughton, H. S. Robinson & Co., Detroit.
Harry Bedell, Jas. S. Kirk & Co., Chicago.
Chas. Barton, Walter A. Wood Mowing and Reaping Machine Co., Hoosick Falls, N. Y.
B. A. Beneke, Clafflin, Larabee & Co., Boston.
Mr. Bensecoter, Nonatuck Silk Co., Chicago.
Chas. W. Baxter, Stein, Bloch & Co., Rochester.
Frank Conlon, Price Baking Powder Co., Chicago.
F. A. Caldwell, Childs, Lee & Dunlap, Toledo.
F. E. Chase, A. C. McGraw & Co., Detroit.
Herbert T. Chase, Chase & Sanborn, Chicago.
P. J. Coppens, Chicago Stove Works, Chicago.
L. M. Cary, Cary Safe Co., Buffalo.
N. B. Carpenter, F. Strauss & Co., Cincinnati.
A. B. Cole, Bickford & Francis, Buffalo.
P. H. Carroll, Selz, Schwab & Co., Chicago.
Frank Collins, W. F. McLaughlin & Co., Chicago.
C. L. Comey, Smart, Patterson & Rice, New York.
E. P. Dana, Phelps, Brace & Co., Detroit.
J. J. Dooley, H. E. Bucklen & Co., Chicago.
Patrick Delahunt, Burnham, Stoepel & Co., Detroit.
M. S. DeLano, A. H. Pratt & Co., Ithaca, N. Y.
M. B. Draper, Queen City Varnish Co., Cincinnati.
B. F. Emery, Silberhorn Co., Chicago.
Findlater, De Golyer & Co., Chicago.
Geo. W. Feldner, Gray Bros., Syracuse.
J. T. Flaherty, Pacific Mutual Insurance Co., San Francisco.
Wallace W. Franklin, Westinghouse Electric Co., Pittsburg.
C. M. Falls, Franklin MacVeagh & Co., Chicago.
W. R. Foster, N. Y. Underwriters' Agency, New York.
F. E. Francisco, L. Kahner & Co., New York.
Eugene C. Goodrich, Rockford Furniture Co., Rockford, Ill.
Ed. Groesbeck, Sisson & Lilley Lumber Co., Lilley.
Harry T. Goodrich, Stronach Lumber Co., Manistee.
F. H. Goodspeed, Thomas & Hayden, Chicago.
W. H. Goodspeed, Woolson Spice Co., Toledo.
E. I. Goodrich, Roe & Co., Troy.
J. A. Gonzalez, (The Monypenny-Hammond Cigar Co., Columbus, Ohio.
L. H. Hascall, Wheeler, Blodgett & Co., Boston.
T. P. S. Hampson, U. S. Gutta Percha Paint Co., Providence.
Robert Hannibal, Standard Watch Co., New York.
W. G. Hawkins, Detroit Soap Co., Detroit.
Will Hubbard, C. P. Kellogg & Co., Chicago.
R. B. Hyman, G. W. Van Slyke & Co., Albany.
C. W. Jacoy, Peter Schneider's Sons & Co., New York.
J. B. Josselyn, Ellis Lubricator Co., Boston.
Frank L. Kelly, Carson, Pirie, Scott & Co., Chicago.
W. K. Kathan, Owosso Casket Co., Owosso.

Ed. C. Lockwood, Pacific Mutual Life Insurance Co., San Francisco.

A. M. Love, Standard Watch Co., New York.

Chas. L. Love, Ashton Distillery Co., Louisville, Ky.

H. G. McDowell, D. N. Selleg, Newburgh, N. Y.

W. W. McKean, J. V. Farwell & Co., Chicago.

Jas. W. Moore, Burnham, Stoepel & Co., Detroit.

Chas. G. McIntyre, Hutchens & Potter, Johnstown, N. Y.

Wm. McWilliams, Berry Bros., Detroit.

C. S. Menhennick, Jas. S. Kirk & Co., Chicago.

J. B. McInnes, Jas. S. Kirk & Co., Chicago.

J. H. McKelvey, F. W. Devoe & Co., Chicago.

M. M. Mallory, P. J. Sorg Co., Middletown, Ohio.

Geo. R. Merrill, B. T. Babbitt, N. Y.

Martin B. Millpaugh, Billings, Clapp & Co., Boston.

A. L. Osborn, Kinney, Levan & Co., Cleveland.

Geo. F. Owen, Stanton, Morey & Co., Detroit.

Nelson Patterson, Pacific Mutual Life Insurance Co., San Francisco.

John Pryne, Poker Mfg. Co., Chicago.

C. B. Quigley, Rosenberg & Sons, New York.

Bert Remington, H. C. & C. Durand, Chicago.

P. Reynolds, Warren Boot & Shoe Co., Boston.

R. Rosenthal, R. Brand, Toledo.

M. H. N. Raymond, Connecticut Fire Insurance Co., Hartford.

Graham Roys, L. H. Beals & Son, Westfield, Mass.

J. H. Roseman, Pitkin & Brooks, Chicago.

W. H. Swan, Vacuum Oil Co., Rochester.

H. R. Savage, H. C. & C. Durand, Chicago.

H. J. Snell, Brookings Lumber Co., Brookings.

Ira Smith, Edson, Moore & Co., Detroit.

W. H. H. Smith, M. Koch & Co., Cleveland.

D. E. Stearns, Broadhead Worsted Mills, Jamestown, N. Y.

Thos. Taylor, Maine Mutual Life Insurance Co., Portland.

J. V. Tooker, Chase, Isherwood & Co., Toledo.

E. T. Thorne, Marshall Field & Co., Chicago.

Wm. B. Tyler, B. F. Sturtevant Co., Boston.

Howard Udell, Harry Weissinger, Louisville.

R. Van Ness, White Sewing Machine Co., Cleveland.

J. P. Visner, E. J. Gillies & Co., N. Y.

W. T. Welch, J. G. Butler Tobacco Co., St. Louis.

E. E. Wooley, Root & McBride Bros., Cleveland.

Algernon E. White, Rolla Thomas, New York.

M. K. Walton, Felix & Marston, Chicago.

E. C. Wright, Cereal Milling Co., Chicago.

Chas. E. Watson, S. A. Maxwell & Co., Chicago.

J. L. Wheeler, Simeon Howes, Silver Creek, N. Y.

C. F. Young, Newman & Son, Fairport, N. Y.

S. G. Young, Newman & Son, Fairport, N. Y.

The Fruit Jar Market.

Fruit jars have advanced 50 cents per gross and the price will probably go \$1 higher before the end of the season. The manufacturers have sold all they can make until July 1, when the glass workers quit for the season, and will take no more orders for delivery this summer. Stocks are therefore concentrated in the hands of jobbers, who may be inclined to take advantage of the short supply in view of the enormous fruit crop promised all over the country.

TO THE MERCHANT:

We beg leave to call your attention to our coupon book and ask you to carefully consider its merits. It takes the place of the pass book which you now hand your customer and ask him to bring each time he buys anything, that you may enter the article and price in it. You know from experience that many times the customer does not bring the book, and, as a result, you have to charge many items on your book that do not appear on the customer's pass book. This is sometimes the cause of much ill feeling when bills are presented. Many times the pass book is lost, thus causing considerable trouble when settlement day comes. But probably the most serious objection to the pass book system is that many times while busy waiting on customers you neglect to make some charges, thus losing many a dollar; or, if you stop to make those entries, it is done when you can ill afford the time, as you keep customers waiting when it might be avoided. The aggregate amount of time consumed in a month in making these small entries is no inconsiderable thing, but, by the use of the coupon system, it is avoided.

Now as to the use of the coupon book: Instead of giving your customer the pass book, you hand him a coupon book, say of the denomination of \$10, taking his note for the amount. When he buys anything, he hands you or your clerk the book, from which you tear out coupons for the amount purchased, be it 1 cent, 12 cents, 75 cents or any other sum. As the book never passes out of your customer's hands, except when you tear off the coupons, it is just like so much money to him, and when the coupons are all gone, and he has had their worth in goods, there is no grumbling or suspicion of wrong dealing. In fact, by the use of the coupon book, you have all the advantages of both the cash and credit systems and none of the disadvantages of either. The coupons taken in, being put into the cash drawer, the aggregate amount of them, together with the cash, shows at once the day's business. The notes, which are perforated at one end so that they can be readily detached from the book, can be kept in the safe or money drawer until the time has arrived for the makers to pay them. This renders unnecessary the keeping of accounts with each customer and enables a merchant to avoid the friction and ill feeling incident to the use of the pass book. As the notes bear interest after a certain date, they are much easier to collect than book accounts, being *prima facie* evidence of indebtedness in any court of law or equity.

One of the strong points of the coupon system is the ease with which a merchant is enabled to hold his customers down to a certain limit of credit. Give some men a pass book and a line of \$10, and they will overrun the limit before you discover it. Give them a ten dollar coupon book, however, and they must necessarily stop when they have obtained goods to that amount. It then rests with the merchant to determine whether he will issue another book before the one already used is paid for.

In many localities merchants are selling coupon books for cash in advance, giving a discount of from 2 to 5 per cent. for advance payment. This is especially pleasing to the cash customer, because it gives him an advantage over the patron who runs a book account or buys on credit. The cash man ought to have an advantage over the credit customer, and this is easily accomplished in this way without making any actual difference in the prices of goods—a thing which will always create dissatisfaction and loss.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same in blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is *prima facie* evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of

credit established by the merchant, as it is almost impossible to do with the pass book.

Are not the advantages above enumerated sufficient to warrant a trial of the coupon system? If so, order from the largest manufacturers of coupons in the country and address your letters to

**THE TRADESMAN COMPANY,
GRAND RAPIDS.**

The Coupon System in Washington. Correspondence Commercial Bulletin.

SPokane Falls, Wash., April 25—So much has been written on the subject of "Merchants Doing a Credit Business," that there is really very little more to be said, but as the question is of so much importance both to the merchants who have an established trade, as well as those who contemplate going into business, it will not be amiss to add a few hints.

Everybody who reads a trade paper had, at some time or other, seen a communication from some happy grocer, who has been running a credit business, but had finally determined to abandon the same and transact his business strictly on a cash basis. He will tell you how happy he is now. How much better able to sleep at night, and how promptly he can pay his debts. He will not tell you, however, how many of his best customers he has lost, how much work has to be done for literally nothing, and how much time he loses trying to convince the public at large that because he does a cash business he is not solely carrying it on for their benefit, and after a year's business he will find that he has bettered himself very little if at all. The thought that no man owes him anything and that he could wind up his affairs in a week's time will give him some comfort, but we all know that without any risk very little can be looked for, and a cash grocer certainly takes no risk.

Now, the chances of a merchant extending credit to some of his customers making a success of his business are very good, providing he has the qualifications necessary to make a success in life. To be conservative in his credits is the first principle. A customer who has traded with you for a short time only, and of whose circumstances you know nothing, is not entitled to credit. Do not be backward in asking such people for references as to their responsibility; what means of support they have, etc., and always bear in mind that everybody who asks for credit is, in a certain sense, asking for a favor, and considers his request in the same light as though he asks you for \$20 or \$25 dollars in cash, and if you decide that you would not care to loan him \$20, do not, under any circumstances open an account with him in the hope that his account would certainly not exceed \$10 and he would surely pay that.

Another so-called trouble which arises from doing a credit business is the correct keeping of accounts. Everybody is not an expert book-keeper, and some of these merchants do not feel justified in hiring somebody to keep their books. Now I would offer a suggestion in regard to keeping such simple accounts, and doing this to the entire satisfaction of both parties. Adopt the coupon system, which will do away with a good deal of tedious charging, and you will most likely get pay for everything that goes out of the store. All that is necessary is to take the customer's note for the amount of the coupon book when same is delivered to him. This closes the account at the time it is being opened and the dealer can number the notes and file them in some safe place. The advantage of this system is readily apparent, for a note, duly signed and drawing interest, is much better security for a debt than an open account. It is optional to the dealer whether to enforce the collection of interest or not. In fact, I think it would be best to waive the same in case of regular, prompt-paying customers, but in the event of some delinquent customer, permitting his account to run four or six months, the dealer could enforce the payment of principal and interest much easier, by having such a claim in the shape of a note. It

is understood, that should the customer at any time wish to make a settlement, he need only pay for the actual amount of coupons he has made use of. Another advantage of this system is the compact shape in which you have the accounts. By examining your notes from time to time, you can easily tell how many outstanding accounts you have, and at the same time you are not liable to overlook anybody who ought to be asked to settle. This system I would particularly recommend to merchants doing a general merchandise business in a farming country, where long time accounts are the rule and not the exception.

GEO. A. LIEBEZ,
Book-keeper for Staver & Walker.

Notice to Builders.

Proposals will be received by the Board of Trustees for the construction of an additional building for the Akeley Institute, at Grand Haven, Mich., until 10 o'clock on the 12th day of May, 1891. The plans and specifications can be seen at the office of Hon. Dwight Cutler, Grand Haven, Mich., or at the office of Johnston & Johnston, architects, Muskegon, Mich. The bids will be opened at Grand Haven, at 10 o'clock a. m. on the 12th day of May, 1891. The Board of Trustees reserves the right to reject any and all bids. Address proposals to Rev. J. N. Rippey, Clerk of Board of Trustees, Muskegon, Mich., or to Hon. Dwight Cutler, Grand Haven, Mich., marked plainly "proposals."

Leland—It is reported that A. & O. Brow are closing out their stock of merchandise here and will transfer their entire business to Maple City.

Why We Mourn.

Not for lack of business. Last year our sales increased over 100 per cent.

Why Then?

For those who should use Coupons and do not buy ours.

We Have

The best in the world. Tradesman Coupons, Superior Coupons, Special Coupons.

SAMPLES FREE.

**THE TRADESMAN CO.,
GRAND RAPIDS.**

HUTCHENS & POTTER,

TRADE

1891

See our
Line

This season



MARK.

**GLOVE MAKERS,
Johnstown, N. Y.**

Michigan Representative,

Mr. C. C. McIntyre

141 Coit Ave.,

GRAND RAPIDS.

SUMMER WASH GOODS:

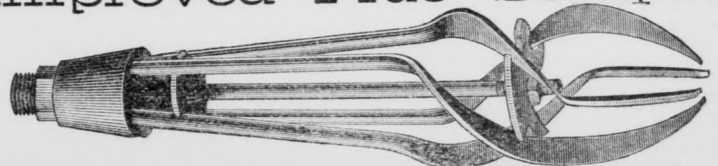
CANTON CLOTH,
BRANDENBURG CLOTH,
B. C. SATINE,
EXPORT SATINE,
SERGE SATINE,
CASHMERE SATINE,
A. F. C. GINGHAM,
SONORA GINGHAM,
AMOSKEAG GINGHAM,

OUTING FLANNELS,
PRINTS,
WIDE BLUES,
SHIRTING,
LYON SERGE,
ARMENIAN SERGE,
SEERSUCKERS,
CHALLI,
LAWNS.

OUTING SHIRTS, SUMMER UNDERWEAR, PANTS, HAMMOCKS,
STRAW HATS.

**P. STEKETEE & SONS,
WHOLESALE DRY GOODS. GRAND RAPIDS.**

Improved Flue Scraper.



THE BEST ON THE MARKET.

HESTER & FOX, Sole Agents, Grand Rapids, Mich.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Stanley E. Parkhill, Owosso.
Two Years—Jacob Jesson, Muskegon.
Three Years—James Vernon, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—George Gundrum, Ionia.
President—Jacob Jesson, Muskegon.
Secretary—Jas. Vernon, Detroit.
Treasurer—S. E. Parkhill, Owosso.
Meetings for 1891—Ann Arbor, May 5; Star Island (Detroit) July 7; Houghton, Sept. 1; Lansing Nov. 4.

Michigan State Pharmaceutical Ass'n.

President—D. E. Prall, Saginaw.
First Vice-President—H. G. Coleman, Kalamazoo.
Second Vice-President—Prof. A. B. Prescott, Ann Arbor.
Third Vice-President—Jas. Vernon, Detroit.
Secretary—C. A. Bugbee, Cheboygan.
Treasurer—Wm Dupont, Detroit.
Next Meeting—At Ann Arbor, in October, 1891.

Grand Rapids Pharmaceutical Society.

President, W. R. Jewett, Secretary, Frank H. Escott.
Regular Meetings—First Wednesday evening of March, June, September and December.

Grand Rapids Drug Clerks' Association.

President, F. D. Kipp; Secretary, W. C. Smith.

Detroit Pharmaceutical Society.

President, F. W. R. Perry; Secretary, E. S. Anderson.

Muskegon Drug Clerks' Association.

President C. S. Koon; Secretary, A. T. Wheeler.

The Sponge Combination.

From the Oil, Paint and Drug Reporter.

The publication of the details of their combination last week stirred up the members of the sponge trade, and it looked for a time as though the organization would go to pieces. Precautions are taken to prevent any further knowledge of the combination's affairs from becoming public property, but it is understood that since last Wednesday the organization has been considerably strengthened, and the members have come to a better understanding. It is claimed that one of the chief objects of the combination is not to increase the cost of Florida sheep's wool sponges to the consumer, but, by doing away with the reckless competition in the buying at Key West, to prevent an unnecessary rise in selling prices. It is pointed out that the current prices admit of only a fair profit to the receivers, and, moreover, that they are low compared with what the cost of these goods have been in the past. The prices given last week in our report on the matter, are accepted only on lots of a thousand pounds or over, and it would be well for small buyers to make a note of that fact.

It is claimed by the combination that it has no intention and no desire to control the primary market, yet it looks very much as though outsiders would have great difficulty in obtaining any stock there except at a price at which they would be unable to compete with the combination in selling here. However, strong competition is promised, even if it results in a heavy loss to the outside parties, and it has been rumored about the market for several days that there is a possibility of legal complications arising out of the matter.

Fifty-seven Out of Sixty-five.

Of the sixty-five applicants who presented themselves for examination before the State Board of Pharmacy, at the meeting at Ann Arbor last week, thirty-two were registered pharmacists and twenty-five as assistants. The following is a list of the fortunate ones:

Registered pharmacists—W. F. Ashley, P. Briggs, A. Hutchinson, S. B. Robb, J. B. Sutton, Ann Arbor; H. L. Burd, Detroit; A. W. Adams, Chesaning; H. E. Adams, Morenci; L. M. Beal, Richard; C. H. Bostick, Manton; A. Campbell, Crystal Falls; J. E. Carnoty, Water-vliet; F. M. Chapel, Grand Blanc; H. J. Connell, Belding; S. A. Erwin, Leslie; L. S. Freeman, Chelsea; E. J. Garner, Petoskey; J. L. Hubbard, Waterloo; C. E. Humphrey, Holly; F. A. Jones, Muskegon; R. E. Kincaid, Pursey; C. H. McGee, Farmington; John J. Maser, Lansing; M. G. Millman, South Lyon; B. L. Murray, Ypsilanti; T. J. Rickard, Charlotte; D. M. Russell, Sturgis; F. J. Temple, Ridgeway; J. A. Warner, Woodland; E. N. Kennedy, J. B. Ostrander, Ann Arbor.

Assistants—A. W. Brownlee, J. B. Kapman, H. M. Lamb, W. H. McAllister, H. J. Van Lou, George Von Nostitz, Detroit; A. Bennett, Pattenville; H. Bradley, Williamston; C. DePree, Holland; C. E. Doyle, Middleville; E. J. Fletcher, Grand Rapids; J. C. Furniss,

Nashville; E. Hume, Owosso; E. R. A. Hunt, Lowell; H. J. Isbell, White Pigeon; E. M. Jefferson, Battle Creek; J. Livesay, Adrian; C. N. Menold, Bangor; F. A. Moon, Lyman; H. Taft, Lowell; S. D. Roche, Concord; W. S. Savage, Saginaw; W. E. L. Smith, Fenton; P. T. Rice, Lenox; F. Chatwick, Muskegon.

Big Seizure of Smuggled Opium.

A recent dispatch from San Francisco says the opium smuggling ring there lost a small fortune when Deputy Surveyor Gaskell seized 1,200 pounds of the choicest opium valued at \$25,000. This is the banner seizure in the history of the port. When the Pacific Mail steamer, *China*, came in early last week, an extra watch was placed on her. As Gaskell was looking about in the after part of the ship he struck a large crate marked crockery. It didn't look right to him, so he had it weighed. It tipped the scales at 1,200 pounds. Then he had it opened and inside were found, neatly packed, many boxes of the choicest prepared opium. The modest consignor valued it at \$82, but Gaskell appraised the shipment at \$25,000. Of course, the names of the consignees were bogus, as the evident intention was to take it to Mexico.

At Seattle, Wash., every imaginable device is resorted to by ingenious smugglers to get opium into the United States, the saving of \$12 a pound being sufficient to warrant the risk of detection. On April 30, Elder Gerrard, one of the cleverest smugglers on Puget Sound, was brought in by the United States Marshal. Gerrard boarded the steamer *North Pacific* at Victoria, carrying a valise and a box containing a luxurious geranium. Upon reaching Port Townsend he asked the customs inspector to examine the valise. The inspector not only examined the valise, but probed the earth in the box containing the geranium. Under the dirt he found nineteen five-ounce tins of prepared opium. Gerrard claims to be a minister and is a successful worker in the opium trade.

Another clever capture was made recently of twenty pounds of opium floated in a box under water attached to a passenger steamer and kept up by strings of corks made to resemble sausage links.

The Cutting Continues.

From the Chicago Drug Review.

The price cutting of proprietary medicines goes merrily on, the tremendous protests of the retail drug trade notwithstanding. The latter have tried every means to prevent it. They have been careful in making their sales—at least those in Chicago have been—and the proprietors have not been backward in doing all in their power, in refusing to sell to price cutters and establishing rebates payable only to those who abide by the terms of the agreement upon which the goods are sold. The prevalence of cutting lies in the fact that the guilty parties, as a rule, are among the retailers themselves who, for the sake of a slight margin of profit will, on the quiet, supply a dry goods or department store merchant with what he needs, though refusing to sell at cut rates to the consumer. Mr. Kline's plan is designed to reach the guilty parties, wherever they may be, and the *Review* will be glad to see the day, when it or some equally sensible plan is in successful, universal operation.

The Drug Market.

Foreign quinine is higher. Domestic brands are unchanged. Opium and morphia are unchanged. Gum camphor is scarce and firm. Citric acid has advanced. Cube berries are lower. Arnica flowers have declined. Long Buchu leaves have advanced. Oil Cubebs is lower. Oil of orange is higher. Oil of lemon, Sanderson's, has advanced. Powdered opium is lower. Cloves have declined.

Flint—The Lansing Lumber Co. has begun suit against William Wood, a Flint contractor and builder, to recover \$2,000 for lumber furnished.

CHEAPNESS NOT ECONOMY.

Pay a Reasonable Price for the Best You Can Afford.

From Kate Field's Washington.

Men have their bad points, no doubt. We never studied them. But they certainly have one characteristic trait worthy to be commended and copied. I refer to the way they make purchases. Every one knows how women buy, and that no woman under the sun is ever satisfied with anything less than a "bargain." I really think this bargain hunting has produced a spirit of gambling and that women are responsible for the disgusting variety and outrageous number of shoddy goods, glass diamonds, pinchbeck ornaments, and vulgar imitations and flaring cheats of all sorts that are placed upon the market to-day. They have created a demand for bargains, and it is impossible to conceive of the manufacturers turning out anything more absurd and unneeded than we already have. To a woman, a bargain means the purchase of something for half its price, or less. What is this but gambling? If the article is up to the standard, it must be worth a certain price; and if less is paid for it, either the thing itself is a cheat, or some one has lost by the transaction. Bargains are deleterious in another way; they cause, by their delusive cheapness, a careless and reckless expenditure and engender a spirit of dishonesty. This is the tendency, with an ever-increasing greed for more and greater bargains. Nearly all women will agree that men are extravagant. Men will pay \$7 for shoes, when \$3 will buy a pair which "look just as well;" \$5 for a hat, when a woman can "bunch up" her best Sunday hat for a dollar or two; and as for a man's clothes—why one suit costs as much as a woman's three best dresses, bonnets thrown in. This does sound extravagant when you apply the "deadly parallel" to it; but if there is one thing I admire about a man, it is the decent and self-respecting price he pays for things. A woman goes out to buy a pair of shoes; she fritters a whole day buying bargains which could not be resisted, and comes home loaded with them. But the shoes? Oh, yes, she has the shoes—bargains, also, of course. "Regular four-dollar boot," she will explain, with an accent of proud certainty. Then she exhibits her bargain laces, and her summer goods bought in winter, and stows them away with a smile of satisfaction, just as though there would come ere long a bargain famine. Again, she congratulates herself as she thrusts her dainty foot into the bargain boot. But see the result: the pretty looking shoes have lost their shape with a few wearings, and are beyond recognition in about half the time that the genuine four-dollar boots would have lasted. Then, when the young Summer has come, and every breeze which stirs the small green leaves suggests laces and draperies and all kinds of dainty, filmy, fluttering things, the other bargains are brought out. But they look so different now! They are out of style, or the windows are now full of newer, cheaper and prettier articles; and altogether she wishes she did not have them, and wonders why she ever bought them. I have seen well-to-do families of whom not a member ever appeared well dressed except the husband and father, and the reason was obvious—he bought his own clothes and eschewed bargains. I am glad that men stand their ground in this matter, and scorn a bargain counter; otherwise our homes might be hollow, and rickety, and cracked, and unreal, and cheap. The fact is men become disgusted with so many bargains, from the half-price toilet soap to the wife's taudy jewelry; and so when they go to buy, they simply ask for the worth of their money, and are willing to take somebody's word for it besides. When will women learn that it is always economy to buy the best? It lasts longer, is in better taste, and is in every way more satisfactory. It is childish to buy things just because they look well; children prefer tinsel to gold if it glitters more, but women are supposed to have put away such infantile ideas. I trust that the day is not far distant when our women will realize that it lessens their dignity and self-respect

to wear imitations, just because they happen to be a freak of fashion and cheap. It is essentially vulgar. The craze for bargains, moreover, is dishonest in principle, and children brought up in such an atmosphere cannot have true conceptions of taste or appreciation for the best things. "'Tis true, 'tis pity, and pity 'tis 'tis true"—that they will be compelled to learn better of their fathers. This is the safest rule: Buy the best you can afford, paying a good, decent, reasonable price, and then take the best care of it. For this is the secret of economy, after all—not what you make or pay, but what you save and take care of.

Duty of Employer to Employee.

J. M. Batchelor, in Dry Goods Bulletin.

In numerous publications telling young men how to behave in their business: life and how to succeed with their employers, great stress is put upon the need that the worker must realize that he must work long and hard, always be ready to sacrifice his own to his employer's wishes; and it is shown in illustration that when employes are taken into partnership, it is generally due to zeal of this kind. That is all right and proper and not a word is to be said against it, but there is another side to the question. We have seen nowhere in any of these books that the employer should not take advantage to the extent of a "last straw" of a clerk's willingness to work twenty-four hours a day, seven days in the week, and allow him to do it. There is a big mutual interest in this matter that must be fully considered; for, sad as it is to say, there are employers in some of our large cities who are not only willing to have their employes work twenty-four hours by the week, but urge and force them in that direction just as far as they dare without making a final breach.

We are not arguing this question from a charitable point of view, but only from the standpoint of selfishness or self-interest, when we say it will profit the employer more—in the long run—to treat his employes justly and humanely, and in no sense permit the employes to get any idea into their heads that there exists any tendency to oppress or to get more work out of them for services than the pay they get fairly warrants.

The great profit to the employer in adopting such a course is in the "good will" gained among the employes that the business shall be a pronounced success. It is a regrettable circumstance that numerous employers fail to see that their business interests are being jeopardized when employes are unjustly treated in any way; too commonly the employer looks upon his employes as having no influence to help his business beyond the routine duties of their positions. This is the biggest kind of a mistake; the influence employes can exert when outside of the store or off duty, or even in little ways while on duty, in the aggregate, is immense. Take a concern that is popular with its employes, other things being equal, and that concern will walk way ahead of any rivals, and become popular in the public esteem. We could quote a bookfull of instances in support of our attitude, but the celebrated instance of George Washington Childs, of Philadelphia, will suffice, because this question appeals to the proprietor's best judgment.

Detroit—The Hercules Keg and Barrel Co. has been reorganized as the Michigan Package Co.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

Drug Store for Sale at a Bargain

On long time if desired, or will exchange for part productive real estate. Stock clean and well assorted. Location the best in the city. I wish to retire permanently from the drug business.

C. L. BRUNDAGE,

Opp. New Post Office. 117 W. Western Ave.
Muskegon, Mich.

Wholesale Price Current.

Advanced—Quinine, citric acid, long buchu leaves, oil lemon Sanderson's, oil orange. Declined—Cubeb berries, arnica flowers, oil cubeb, po. opium, cloves.

Table listing various pharmaceutical and chemical products under categories such as ACIDUM, AMMONIA, ANILINE, BACCAE, BALSAMUM, CORTEX, EXTRACTUM, FERRUM, FLORA, FOLIA, GUMMI, and OLEUM.

Table listing various botanical and medicinal products under categories such as CUBEBAE, POTASSIUM, RADIX, SEMEN, SPIRITUS, SPONGES, SYRUPS, and TINCTURES.

Table listing various oils, mixtures, and other pharmaceutical products under categories such as OILS, MISCCELLANEOUS, and other specific product names.

Advertisement for HAZELTINE & PERKINS DRUG CO. featuring large text for 'DRUGS' and 'PATENT MEDICINES', and smaller text for 'Paints, Oils and Varnishes', 'SWISS VILLA PREPARED PAINTS', and 'Full Line of Staple Druggists' Sundries'.

GROCERIES.

Excess Moisture in Cheese.

From the American Cheesemaker.
In England the principal complaint found with American cheese is that it contains too much moisture, and this protest has come to us across the Atlantic, time and again, until now we ought to be thoroughly familiar with the foreign situation in regard to our dairy goods; but, to a great extent, factorymen still continue to be stiff-necked in regard to what is getting to be a vital matter.

Years ago when cheese brought excellent prices, the ratio, or how much milk it took for a pound of cheese, was but little thought of. Makers kept their whole attention on the subject of producing as good cheese as their knowledge made possible, and the ratio was unnoticed. With the decline in prices came a universal demand from the patronizing dairymen to produce as much cheese as possible from the milk. Manufacturers who knew better unwisely acceded to this clamor for a lower ratio, and competition among makers, backed by the feeling of false economy with dairymen, has still farther reduced the cheese ratio, rather than raised it. If England had no other cheese-producing section but the United States to depend upon, she might be forced to accept what she constantly finds fault with, but, as it is, her own Canadian dependency comes forward with just what suits the British appetite. These facts in their full significance are all familiar to readers of THE CHEESEMAKER, but yet there has been a lack of concerted action to remedy what all admit to be an evil. The cry is, "Less moisture," and now the query arises, What degree of moisture is necessary to make a fine, solid quality of cheese? In the first place, we want the moisture of the cream, or as much as can be worked in, retained. The excess moisture that we want to expel is simply the whey, or the water part of milk. This must be expelled primarily with rennet action, but assisted by heat. When the heat is not long enough retained on the raw curd, an overplus of moisture is perpetuated to the cured cheese. This detracts from the quality, but adds to the weight of the product. This course is a great deal like sanding sugar or purposely wetting a bale of hops. Weight is added, but quality debased. A soft cheese, full of moisture, is not the natural way to have cheese anyway, any more than that butter should be full of buttermilk. An appetite that craves a leaden, soggy cheese is perverted, to say the least. The moisture left in a good cheese will be sufficient, with the aid of a full quota of butter fat, to make the article mellow and melting in the mouth, but always of firm texture. We advise all makers to be strictly economical in the manufacture of milk, but by all means let your thoughts be fixed on producing quality, and not a low ratio. Quality should be gained at all hazards, and let the ratio take care of itself. Until this rule is inflexibly followed, American cheese will lack an essential element of uniform good quality. A sufficient quantity of rennet should be used to effect a speedy and thorough separation of the solids from the fluids of milk and to obtain uniform and reliable results, rennet extract should be always used. Scores of factorymen do not use the preparation, because they

say it is so expensive that they cannot afford it. This course, in many cases, proves to be a "penny wise and pound foolish" policy. Cut the raw curd moderately fine, and do not sear over the cubes by a too quick scald. Let the heat be applied slowly, and equally distribute it over the whole vat by a gentle stirring of the curd and whey. In scalding, it is not desirable that the heat rise above 98 degrees, unless the state of the season or over-ripe milk makes it necessary. A high scald destroys the efficacy of the rennet and makes the cured cheese pasty. The whey should never be drawn from the curd until the latter has reached a stage of contractibility and expansion that will cause a handful of it to fall freely apart, when squeezed dry in the palm. This rule should be imperative, if you want to expel excess moisture, and strive for body and quality. After the removal of the whey, allow the curd to mature in a warm, dry, packed state. With good milk to start from you now have all of the essentials, as to cooking curd, to make a solid mellow cheese, containing just the right percentage of moisture.

The Trust Complacent.

The profits of the Sugar Trust, recently made public, indicate a degree of prosperity seldom attained by an organization which has been so harassed by legislative investigation and public criticism. Earnings of over half a million dollars a month are not to be sneezed at, and it is no wonder that the stockholders cling so tenaciously to their business and are so bold in fighting the powers that be. These earnings do not gibe with the frequent slumps of sugar stock on the New York market, indicating pretty clearly that there is a "nigger in the wood pile," and that such bear tactics are quite likely made with the object of getting stock low enough to persuade weak-kneed holders to let go of it while the schemers of the concern buy it up. If the result of the New York State Senate investigation into this monopoly be an adoption of such an anti-trust law as has been submitted in their official report of the Senate trust investigation, some good may yet result from the vast expenditure of time and money which that redoubtable organization has cost the Empire State.

Not a P. of I. Dealer.

JACKSON, May 8.—Regarding the statement of THE TRADESMAN of May 6, to the effect that Prichard & Son have put in a P. of I. store at Clarendon, it is but justice to Messrs. Prichard & Son, as well as to ourselves, to state in your next issue that Mr. Prichard never has and never expects to run a P. of I. store. He simply added groceries to his present stock of hardware and agricultural implements, and bought the goods of us.
JACKSON GROCERY CO.

An Advance in Prospect.

At the meeting of the window glass manufacturers, to be held on the 18th, it is likely there will be a higher range of prices decided upon, as stocks have been getting very low, and at the present rate of production and demand are in danger of extermination by fall.

For the finest coffees in the world, high grade teas, spices, etc., see J. P. Visner, 304 North Ionia street, Grand Rapids, Mich., general representative for E. J. Gillies & Co., New York City.

Wayne County Savings Bank, Detroit, Mich.
\$500,000 TO INVEST IN BONDS
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities apply to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.
May, 1891. S. D. ELWOOD, Treasurer.

PRODUCE MARKET.

Apples—So meagre are the offerings, that there is really no market.
Asparagus—Higher on account of frosts partially cutting off supply. Selling freely at 50c per doz. bu.
Beans—The market is quiet. Handlers are offering \$1.80 per bu. for country picked and holding city picked at \$2.25@2.30.
Butter—The supply is not over large. Handlers pay 15¢@16¢ and hold at 17¢@18¢.
Cabbages—New stock is in fair demand at \$3.25 per crate.
Carrots—20¢@25¢ per bu.
Cucumbers—\$1 per doz.
Eggs—The market is firm and a little higher, owing to active competition among the picklers and cold storage men, who are paying 12½¢@13¢ for all the stock they can get hold of.
Honey—Dull at 16¢@18 for clean comb.
Lettuce—11c for Grand Rapids Forcing.
Onions—Old are practically out of market. Green command 16c. per doz. Bermudas bring \$2.75 per crate.
Parsnips—40c per bushel.
Potatoes—The market is looking a little better, owing to the fact that the consumptive markets are clamoring for stock again. Local handlers offer 90c for choice stock in carlots and 85c in smaller quantities.
Pieplant—3c per lb.
Peas—Green, due this week.
Radishes—30c per dozen bunches.
Strawberries—\$3.50 per case of 24 quarts.
Squash—1½¢ per lb.
Sweet Potatoes—Nearly out of market.
Turnips—30¢@35¢ per bu

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:
PORK IN BARRELS.
Mess, new, 12 00
Short cut, 12 75
Extra clear, short cut, 14 00
Extra clear, heavy, 14 00
Clear, fat back, 14 00
Boston clear, short cut, 14 25
Clear back, short cut, 14 00
Standard clear, short cut, best, 14 25
SAUSAGE—Fresh and Smoked.
Pork Sausage, 7
Ham Sausage, 9
Tongue Sausage, 9
Frankfort Sausage, 8
Blood Sausage, 5
Bologna, straight, 5
Bologna, thick, 5
Head Cheese, 5
LARD—Kettle Rendered.
Tierces, 8½
Tubs, 8½
50 lb. Tins, 8½
LARD.
Tierces, Family, Com- pound.
0 and 50 lb. Tubs, 6½ 6¼
3 lb. Pails, 20 in a case, 7¼ 7¼
5 lb. Pails, 12 in a case, 7¾ 7¾
10 lb. Pails, 6 in a case, 7¼ 7¼
20 lb. Pails, 4 in a case, 7 6¾
50 lb. Cans, 6½ 6½
BEEF IN BARRELS.
Extra Mess, warranted 200 lbs., 9 25
Extra Mess, Chicago packing, 9 25
Boneless, rump butts, 9 25
SMOKED MEATS—Canned or Plain.
Hams, average 20 lbs., 10
" " 16 lbs., 10½
" " 12 to 14 lbs., 10½
" picnic, 7¾
" best boneless, 8¾
Shoulders, 6¾
Breakfast Bacon, boneless, 8¾
Dried beef, ham prices, 10½
Long Clears, heavy, 6¾
Briskets, medium, 6¾
" light, 6¾

FRESH MEATS.

Swift and Company quote as follows:
Beef, carcass, hind quarters, 7¼@ 8¼
" fore, 9 @ 10
" loins, No. 3, 6 @ 7
" ribs, 6 @ 13
" rounds, 6 @ 12
" tongues, 11 @ 12
Bologna, 5½
Pork loins, 10½
" shoulders, 7
Sausage, blood or head, 5½
" liver, 5½
" Frankfort, 7½
Mutton, 10
Veal, 4 @ 5
FISH and OYSTERS.
F. J. Dettenthaler quotes as follows:
FRESH FISH.
Whitefish, @ 10
Trout, @ 9
Halibut, @ 18
Clasoes, @ 5
Flounders, @ 9
Bluefish, @ 12
Mackerel, @ 25
Cod, @ 12
California salmon, @ 30
OYSTERS—Cans.
Fairhaven Counts, @ 40
F. J. D. Selects, @ 35
SHELL GOODS.
Oysters, per 100, 1 50
Clams, " 1 00

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:
STICK CANDY.
Full Weight. Bbls. Palls.
Standard, per lb., 6¼ 7¼
" H. H., 6¼ 7¼
" Twist, 6¼ 7¼
Boston Cream, 7¼ 8¼
Cut Loaf, 7¼ 8¼
Extra H. H., 7¼ 8¼
MIXED CANDY.
Full Weight. Bbls. Palls.
Standard, 6¼ 7¼
Leader, 6¼ 7¼
Special, 7 8
Royal, 7 8
Nobby, 7¼ 8¼
Broken, 7¼ 8¼
English Rock, 7¼ 8¼
Conserves, 7 8
Broken Taffy, 7¼ 8¼
Peanut Squares, 9
Extra, 10
French Creams, 10½
Valley Creams, 13¼
FANCY—In bulk.
Full Weight. Bbls. Palls.
Lozenges, plain, 10½ 11¼
" printed, 11 12½
Chocolate Drops, 12½ 13½
Chocolate Monumentals, 14
Gum Drops, 5 6½
Moss Drops, 8 9
Sour Drops, 8½ 9½
Imperials, 10½ 11½
FANCY—In 5 lb. boxes. Per Box
Lemon Drops, 55
Sour Drops, 55
Peppermint Drops, 65
Chocolate Drops, 70
H. M. Chocolate Drops, 90
Gum Drops, 40@50
Licorice Drops, 1 00
A. B. Licorice Drops, 1 80
Lozenges, plain, 65
" printed, 70
Imperials, 65
Mottos, 75
Cream Bar, 60
Molasses Bar, 55
Caramels, 15@17
Hand Made Creams, 85@95
Plain Creams, 80@90
Decorated Creams, 1 00
String Rock, 70
Burnt Almonds, 1 00
Wintergreen Berries, 65
ORANGES.
California, 128, 3 00
" 150, 3 50
" 170-2 0-228, 3 50
Messinas, " 300-240, 4 00
" " 200, 4 00
LEMONS.
Messina, choice, 360, 5 2 @ 5 50
" fancy, 360, 5 @ 6 00
" choice 300, 5 50
" fancy 300, 6 00
OTHER FOREIGN FRUITS.
Figs, Smyrna, new, fancy layers, 18@20
" " choice, @ 16
" " " @ 12½
" " " @ 8
" " " @ 8
" Persian, 50-lb. box, 4 @ 6
NUTS.
Almonds, Tarragona, @ 17
" Ivaca, @ 16½
" California, @ 17
Brazilis, new, @ 7½
Filberts, @ 11
Walnuts, Grenoble, @ 15
" Marbot, @ 12
" Chili, @ 12
Table Nuts, No. 1, @ 14
" No. 2, @ 13
Pecans, Texas, H. P., 15@17
Cocoanuts, full sacks, @ 4 00
PEANUTS.
Fancy, H. P., Suns, @ 5½
" Roasted, 7 @ 7½
Fancy, H. P., Flags, @ 5½
" Roasted, 7 @ 7½
Choice, H. P., Extras, @ 4½
" Roasted, 6 @ 6½
OILS.
The Standard Oil Co. quotes as follows:
Water White, @ 9
Special White, @ 8¼
Michigan Test, @ 8¼
Naphtha, @ 7½
Gasoline, @ 9¼
Cylinder, @ 27
Engine, @ 13
Black, Summer, @ 9¼

THOS. E. WYKES,

WHOLESALE
Marblehead and Ohio White Lime,
Buffalo, Louisville and Portland
Cements, Fire Brick & Clay.

Agent for the "Dyckerhoff" imported Portland cement, the best cement in the market for sidewalks. Also buy and sell Grain, Hay, Feed, Oil Meal, Wood, Etc., Clover and Timothy Seed.

WAREHOUSE AND MAIN OFFICE:
Cor. Wealthy Ave. and Ionia on M. C. R. R.
BRANCH OFFICE:
Builders' Exchange.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN COMPANY,
Grand Rapids.

Table of market prices for various goods including Apple Butter, Chicago goods, Axle Grease, Frazer's Wood boxes, and various oils and flours.

Table of market prices for produce including Quinces, Raspberries, Black Hamburg, Strawberries, Whortleberries, and various meats and vegetables.

Table of market prices for textiles and other goods including Cotton, Jute, Eagle, Crown, Genuine Swiss, American Swiss, and various fabrics.

Table of market prices for household and kitchen items including Playfaring Extracts, Jennings' D.C., Lemon, Vanilla, Gun Powder, Herbs, Lamps, and various oils.

Table of market prices for various oils, syrups, and other liquid products including Scales-Perfection, Tea, Grocers', French Rappee, and various syrups.

Table of market prices for various types of paper and woodware including Old Honesty, Jolly Tar, Hiawatha, Valley City, and various grades of paper.

The Village Weigh-Master.

Had you been standing, any morning of the week twenty-five years ago, on the corner of the public square of the town of C—, you might have seen the Village Weigh-Master enter his little office, an hour after the first streaks of the dawn came over the eastern hilltops. He was a tall man—over six feet. He was straight as an arrow. Years did not seem to press on his shoulders, for his step was swift and elastic as that of a young man. But he was then well advanced in life. The little house that was built to shelter him and the beam of the scales was a model of simplicity. It was not more than eight feet by ten. It had to be more than six feet high or the Master could not have entered it. There was a narrow door on the west side. There was a little window that might be opened by sliding it horizontally on the east side, just opposite the door. This window overlooked the platform, and out of this the Master would look, to see that the wagon was clear and the load properly on the platform. To the right of this window there were two boards nailed against the siding, one of which served for a desk, and the other one, beneath it, for books. To the left was the stove—a very primitive-looking one—with a pipe that projected through the roof. A few pictures cut from *Brother Jonathan* adorned the walls. A high stool for the Master and two wooden chairs without backs for visitors made up the furniture of the little office. Back of the office was the Court House, and the officers of justice walked frequently past the little office, and hailed the Master in terms of the greatest familiarity. He was a man as much respected as the Judge, and, in his way, was quite as useful. He had always been there—at least the children thought so, and he held his office by perpetual appointment. The revenue received from his patrons was sufficient to meet the simple wants of a man who loved simplicity. He was not slothful, and he who did not find him at his post must come very early or very late. He had a duty to perform, and he performed it with as much fidelity as though the fate of a government depended on it.

He was a splendid penman, and the books he kept were models of neatness. Yet he preferred to write with a quill pen. Besides his regular accounts, he humored the miners by asking each teamster "who was the digger," and could, at the end of the year, tell how many bushels of coal the miner had taken out, and how much pay he had received. He could also satisfy the townsmen by telling how much they had consumed during the winter; and he helped to adjust many a dispute between the dealer and consumer.

There never was an appeal from his books. His word was as good as his bond. No one thought of questioning the correctness of his books, although he kept, without special compensation, the accounts of several hundred people.

But besides all this, he kept a journal so skillfully arranged that he could tell in a moment what amount of rain fell during any given month, and how cold it had been during any winter, and how high the thermometer had risen in any summer. People would come by him and say: "This is the hottest day we have had for twenty years!" He would reply, "No; on the tenth of August, five years ago, the thermometer marked six degrees higher." That ended the matter, and the enlightened neighbor, when accosted with the remark, "This is the hottest day I ever felt!" would reply, "You forget. On the tenth of August, five years ago, it was six degrees warmer." He seldom paid the Weigh-Master the compliment of saying that he had given the information. Farmers would get discouraged, and say, "There will be no corn. We never had so dry a time." Somehow farmers often say that, just a few months before gathering in a great crop. The Master would remind them that there was no cause for alarm, as it had rained far more than it did three years ago, the same month, and that year there was an average of seventy bushels to the acre.

He was thus a man who was a friend of Providence, and kept people from reviling and complaining.

He also helped to make proud people humble and humble people proud. He was doing a greater work than he ever dreamed of.

The man who came in with the largest ox ever brought to that market and who boasted about it, was reminded that during the Harrison campaign the Whigs had slaughtered and roasted an ox that weighed twenty-six pounds more than this one. People had forgotten about the great ox that had been killed and eaten by the hungry multitude. Fires had been kindled the day before, and the mammoth ox was prepared for the slaughter. A great bed of coals had been made ready, and the roast was fastened by chains above the coals, and turned over the fire, while the savory smell filled the grove. It was a far better way of getting a good roast than that explained by Charles Lamb in his inimitable dissertation on "Roast Pig," namely, to burn the dwelling-house. The oxhead was a great political treasure, and was brought forth at many a political meeting, and displayed with rejoicings far greater than ever zealots made over the head of an enemy.

It is safe to say that the oxhead was a great political power, as it inspired many a doubter to vote with the Whigs. But the treasure was not securely guarded, and, during a lull in politics, it disappeared. All search was vain. All inquiries were answered with a smile. Only one man knew the hiding-place, and he did not even tell his wife that the great oxhead was beneath their roof. He died. After many years the old hotel was torn down to make room for a church, and lo! there the secret of so many years was disclosed. In the darkest corner of the garret was found the head of an ox. The workmen did not understand why it should have been there. A few old men laughingly said: "That is the head of the Whig ox." But it was no longer useful, and was thrown away with the rubbish! It had *outlived* its day!

The Whig party was dead and buried. The grave had covered up all the old strife, and the few who remained could not be awakened to sufficient interest in the cause to feel aggrieved at the man who had hidden away one of their great arguments with voters, or to make a shrine for the head of the great Whig ox. It was wrong to have kept the secret from the Weigh Master, who told so much to others, and helped them settle their disputes.

The Master was a scholarly man—made so by long and wide observation. Many people whose ideas were not bright sought out the little office and talked with the Master, whose words were as full of wit as an August storm is of electricity. He was at times a little caustic in speech as he inhaled the smoke of their Havanas, and proposed to pay them if they would continue to drink the same quality of Bourbon, and keep the little office filled with the delicate and refreshing perfume of their breath.

One cold, wintry morning, many years ago, a teamster stopped with a load of coal in front of his little office. There was no smoke curling out of the pipe that reached up through the roof. The sliding window was closed. A knock at the door brought no response. A look through the window revealed everything in perfect order. "Aha!" said the teamster, "I have caught the Weigh-Master napping this morning. He did not expect me so early." Yes, he was "napping." But the sleep was one from which he would awake only at the trump of God. Later in the day a black cloth fluttered in the wind from the corner of the little office, and as I passed by I saw a strange face looking out of the little window to see that the wagon was clear. The teamster was wiping a tear from his rough face. The gallant old Weigh-Master had closed his books and gone to appear before One by whom "actions are weighed."

W. T. MELOY.

Shaftsbury—N. Bacon & Son are succeeded by Geo. Bacon & Co. in general trade.

PARROTS GIVEN AWAY!

Our agent is now securing them and it is important that we know at once the number required.



STATE OF MICHIGAN. } ss.
COUNTY OF WAYNE.
James B. Wilkinson, of 21 Grand River avenue, Detroit, Michigan, being duly sworn, deposes and says that he has in his possession and owns a parrot of the Cuban or Pine Island variety; that he has owned said parrot 5 years; that when said parrot was 3 years of age this deponent was offered one hundred dollars (\$100) for said parrot; that he refused said offer and would not take five hundred dollars for said parrot at the present time, and further deponent saith not.
JAMES B. WILKINSON.
Subscribed and sworn to before me this 12th day of June, 1899
EUGENE S. CLARSON,
Notary Public in and for Wayne Co., Mich.

LAST year we secured 1,000 Live Parrots for our customers, but the demand far exceeded our expectations and we were unable to furnish birds to all who desired them. This year we shall endeavor to secure a larger supply, so that every one of our customers who so desires may have

A Real Live Parrot FREE.

The best variety of talking parrots are secured on the Isle of Pines, about 50 miles south of Cuba. They are beautiful birds, with green plumage and red breast, easily cared for and intelligent. If captured when young and well cared for, a Pine Island Parrot NEVER FAILS TO BECOME A GOOD TALKER. Our birds are all secured by Our Own Agent. He is a competent man of fifty years' experience, and will secure only healthy, selected young birds. He has now sailed for the island, and in order to arrange for the number required, we wish every dealer to

Let us know soon if he wants a Bird.

These parrots are given to our customers who handle our "PRETTY POLLY" cigars, and there is no better 5 cent cigar in the market. The trade is strictly net \$35 per 1,000 with or without a parrot. They give satisfaction to smokers, and the parrots increase your sales.

With an order for 600 "Pretty Polly" cigars, we will give ONE parrot free.

With an order for 700 "Pretty Polly" cigars, we give ONE parrot in a HANDSOME WIRE CAGE

OUR GUARANTEE

To any responsible dealer who don't know the goods, we will express PREPAID 200 of the "Pretty Polly" cigars for EXAMINATION, to be returned if not satisfactory. If the cigars suit, the balance, 400 or 500, can be shipped with the parrot or sooner if desired.

With sample order we will refer you to responsible dealers throughout the United States who had our parrots last season.

DETROIT TOBACCO CO.,

Griswold St.

Detroit, Mich.

SUMMER SHOES.



Women's Button Newports in Dongola, Grain and Glove Grain.

" Lace or Tie Dongola Newport in plain or patent tip.

" Russet Lace Newport in plain or patent tip.

Misses' and Child's Newport Ties in Black or Russet.

A Nice Line of Ladies' Fancy and House Slippers.

Men's, Boys' and Youths' Canvas Bals.

Bay State Tennis Shoes, the best line for the money in the market. We

keep them in stock in Men's and Boys' Bals and in Men's, Boys', Youths'

Women's, Misses' and Child's Oxfords.

We would be pleased to show them to you or quote you prices.

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GRAND RAPIDS.

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GRAND RAPIDS.

EMPLOYER AND EMPLOYEE.

Their Mutual Obligations Admirably Set Forth.

At a recent meeting of the St. Louis Office Men's Club, the following paper relative to the obligations of employers was read by W. H. Woodward:

At your request I will briefly express my views on the subject allotted to me, viz: the duties and obligations of employers in their relations to employes. This question is so closely allied to the great social topic of the day, now occupying the attention of the entire civilized world, that it is somewhat difficult to keep within the bounds prescribed. But what I shall say in regard to the duties we owe our book-keepers, clerks and salesmen will, in a great measure, apply to the workshop and factory. The same obligation of sympathy inspired by a common brotherhood rests alike upon the manufacturer, the merchant or the office man, in his conduct towards his employes. But in the mercantile house the mutual relations are naturally more intimate and confidential than in the factory. Hence, the greater necessity on the part of the merchant to take a warm, personal interest in the moral, financial, physical, social and even intellectual welfare of his book-keepers, clerks, and salesmen. On these several points I will briefly mention the justice of extending a sympathetic interest to the clerk, and the advantage to the proprietor in so doing. No kind word, no thoughtful action has ever been thrown away in this world. Sometimes we may have been tempted to think otherwise, but in such cases the ingratitude has been only on the surface. A good deed eats through the crust of selfishness and in due time finds its way to the heart of the recipient.

The moral atmosphere of a business house should be kept pure and untainted. Intemperance, that insidious vice which has destroyed more good business men than all other causes combined, should be especially guarded against. Employes frequently become the victims in the beginning from a desire to cater to the pleasures of customers, and this too often, I am constrained to say, with the tacit consent of the head of the house. The merchant falls short of his duty in this regard who fails continually to warn his young men against the dangers of the wine cup. And especially should they be expected and instructed to entirely abstain from such indulgence during business hours. Another vice, equally baneful, and perhaps more dangerous, from its demoralizing effect upon the character, is that of gambling. The cases of moral wrecks caused by this growing mania among young men are becoming so appalling in number, and so disastrous in effect, as to cause serious alarm. In fact, this evil has become so well recognized that the clerk who slips away from his work during business hours or during lunch hour and surreptitiously visits the pool room is generally discharged without notice. We must give our serious attention to advising and warning every employe against this soul-destroying practice. There is no temporizing with this infatuation. A young man may drink so moderately as to do him no serious harm, but the pool-room is utterly demoralizing in its effects. The merchant should be constant in his endeavors to combat these evils among his employes, and add to his precepts the persuasive influence of a pure and upright example.

The financial condition of his clerks should be a matter of solicitude to the merchant. Habits of extravagance, though not vicious in themselves, tend eventually to a downward course. The dangers attendant upon living up to and beyond his income should be brought to the attention of every employe. This should be done in that spirit of kindness and sympathetic interest which is always acceptable. But the constant calls of importunate creditors upon one of the employes of a mercantile house should not be overlooked, without explanation. The merchant is remiss in his duty if he fails to advise his clerks to make provision for the future, either by deposit-

ing a portion of his salary in a savings bank, or securing a home for his family. The feeling of independence, of self-reliance and content, which the young man enjoys in the possession of a home for his wife and babies, is always fully appreciated by the merchant, who by his advise and sympathy has assisted in the happy result.

The physical welfare of our employes should not be lost sight of, and the merchant might well ask himself whether he has done his full duty to his employes in this regard. Do our clerks and salesmen get the amount of time for rest actually required by nature to preserve their vital forces during the busy seasons of the year? Is it not wrong to require them to toil night after night for many weary hours for months together? Is there no remedy for this abuse? A fortnight's vacation in the dull months certainly is not enough to repair the loss. I leave the question for wiser heads than mine to solve. The evil cannot be denied. The hollow-eyed, pale-faced book-keeper in many business houses gives ample testimony to my assertion. Let us do something to improve the physical condition of our faithful and overworked book-keepers.

The merchant who expects his employes to live in a respectable manner, pay their debts, keep the wolf from the door, and lay up something for the uncertainties of the future, should show his appreciation of faithful and loyal service by fair and just compensation. The maximum of labor should not be rewarded by the minimum of compensation. This phase of the question should not be lost sight of, and the employer who justly considers his responsibilities to his uncomplaining clerks in this matter and allows his heart as well as his head, a vote on the question, will get a generous return for his liberality.

The merchant should feel an interest in the social life of every employe, in all his joys and sorrows, and should be ready to tender that sympathetic consideration which bespeaks the true friend. He should always be accessible to his humblest employe, and be ready to adjust differences or give needed advice. He thus forges a bond of mutual confidence and friendship that cannot fail to produce diligent and loyal service in return for these kind services.

Certain rules pertaining to the proper management of the business, conduct of employes, hours of attendance, etc., should be observed in every establishment. They should not be severe or tyrannical in the exactions, but should be faithfully observed by all. Loud talking, coarse jesting and other kindred faults have happily disappeared in our counting rooms since the welcome advent of the lady stenographer, and hence the merchant seldom finds cause to complain in this respect. But the day of human perfection is still apparently in the dim future. Kindness and firmness should go hand in hand in dealing with those who have been remiss in their duties. A merchant should never humiliate himself by using abusive language to an offending employe.

In every mercantile house it should be understood that there is no royal road to preferment save individual merit, and that the field is open to all. The merchant princes of our day were the office boys of a few decades ago. Promotion is tolerably sure when backed up by ability, energy, perseverance and integrity.

Do we seek to draw our employes closer to us in fidelity, in energy and perseverance in the performance of duty? If so, we must be loyal to them, in drawing them into closer bonds of fraternal sympathy. We must make our relations more comprehensive than the old selfish contract between master and servant. Civilization is outgrowing the conditions formerly existing. We should seek to make them feel that we are their friends and will stand by them in all their vicissitudes, so long as they continue faithful and diligent in their respective stations.

In short, if the employer performs his full duty in his dealings and intercourse with those in his employ; takes care that their lives are not all spent in unappre-

ciated and unrequited drudgery; is always ready with words of cheerfulness and encouragement, and dispenses the benefits of his own good example in all his walks in life, he can but very rarely fail to receive loyal and efficient service in return.

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Grand Rapids, Mich.

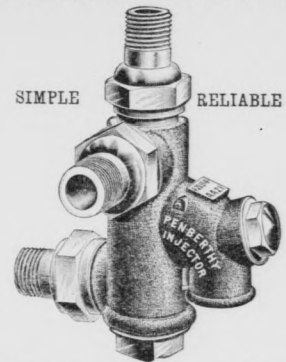
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Other brands of flour may occasionally make as good bread, but for absolute uniformity and reliability our brands "Sunlight," "Daisy" and "Purity" will be kept at the top, as they have been in the past. Write us for quotations.

THE WALSH-DE ROO MILLING CO.,

Proprietors Standard Roller Mills,

HOLLAND, - - MICH.

Do Country Merchants Make Money?
"Store Crank" in American Grocer.

This is a very pertinent question to the majority of retail merchants in the rural districts of our country, and the topic seems a very practical one. It may be that exceptions will be taken to the statements made in this article, and if they can be disproved, it will be in the face and eyes of the records for years past. The writer has, for the past two years, been in a position which required the procuring of mercantile reports from both the Dun and Bradstreet Agencies, on a list of 3,000 customers in the states of New York, Pennsylvania, Ohio and New Jersey. I found that upon comparing the two, over 70 per cent. of them were rated from \$2,000 to \$5,000, 15 per cent. from \$1,000 to \$3,000, and 15 per cent. above \$5,000. These ratings have not materially changed for years, although both of these agencies revise and rewrite their reports semi-annually. If they are correct, and I do not attempt to disprove it, then there must be something radically wrong in the manner of doing business away from the large trade centers. The general country merchant has, on an average, as good abilities as his city brother, and yet he does not have the opportunity to exercise or bring into play the sharp, shrewd qualities which are essential in the active opposition which is encountered at the metropolitan centers. The city merchant keeps one line of goods only; if a grocer, he has that trade on his tongue's end from A to Z, and knows every feature of the various products in which he deals, and is to all intent and purposes, a man of one idea. On the other hand, the country dealer has to keep a multiplicity of wares, and must have a general, though not necessarily a specific knowledge of dry goods, groceries, boots and shoes, hats and caps, ladies' and gents' furnishing goods, crockery, hardware, drugs and medicines, wood and willow ware and perhaps other lines. But the larger percentage of merchants in the rural districts carry all of the above mentioned, thus it will be readily seen that he can-

not be as well informed, or keep as full line of all these departments as he could were his whole attention given to one line exclusively. Now, why is it that our country merchants do business for five, ten and often twenty years in one locality, apparently busy all the time, and yet find themselves at the end of the several periods mentioned, no better off financially than when they began? One reason, I imagine, is that dealing in so many lines, only a partial stock can be carried in any one of them, and the portion carried will consist almost exclusively of the staples in that branch, the demand being very slight for novelties in any of the departments dealt in. Especially is this the case with the grocery stock. The various bottled relishes, imported and domestic cheeses, chocolate preparations and various forms of cereals are rarely found in stock, and, in fact, their trade would have to be educated to its use. It has been shown in former articles that the profit on staple goods of every day consumption is light compared with a mixed trade, where epicurean dainties are largely dealt in. This will follow in all the lines a country dealer carries, so his stock is made up really of the leaders in all departments. The competition of the cities is thus directly felt, and on sales of the same amount, profits of the rural dealer will fall far short of his city brother. Another factor against the country merchant is that he sees but little money and cannot always avail himself of the discounts offered by the jobber. Exceptions there are, of course, but I am now speaking of the mass. The farmer does not generally realize from his crops until fall, and you will find it the universal order of things that the merchant must carry him until that time. He expects to get at the store during the season everything he needs and have it charged. In nine cases out of ten, the merchant does not charge interest for fear of giving offense, and finally, when settlement is made, it is usually by note. Another, and to me, greater trial than all else, is the custom prevailing in all country villages of tak-

ing farm produce, railroad ties, hoop-pools, etc.; allowing the customer to "trade them out," and then compelling the merchant to find a market for the produce. It simply amounts to this, that two different lines of goods have to be sold in order to realize one profit. It was the custom of all merchants, when the writer was in trade, to take butter, eggs, etc., at a given price, allowing the party to trade out the same, and then disposing of it at the same price paid for it, to the farmer, either to his customers or send to some commission house for disposal. Now, this is radically wrong, and if in practice by any merchant who reads this article I advise him to take a new departure and resolve that from henceforth he will not sell goods twice to make one small profit. It not unfrequently occurs that produce sent to a commission house to dispose of, after deducting freight and charges, leaves less to the merchant than the value of the goods sold, perhaps months before for the product. I do not think country merchants cut the corners as closely as the city dealer, and from the circumstances surrounding them, it is impossible to do so.

A very small percentage of country merchants know how they actually stand each year. An inventory is seldom taken, and the only knowledge is a casual looking over the stock once a year and saying: "I guess I have about as much stock as a year ago," and then a look over the ledger to find how much is due from which an approximate idea is formed of the result of the year's business. These reasons will serve to show why country merchants do not wax fat and get rich. I will try, in another article, to provide a remedy.

The Hardware Market.

Barbed wire has advanced in sympathy with the recent advance made by Chicago and Detroit jobbers. The higher price is rendered necessary to conform to the recent advance made by the manufacturers when they secured control of all the patents.

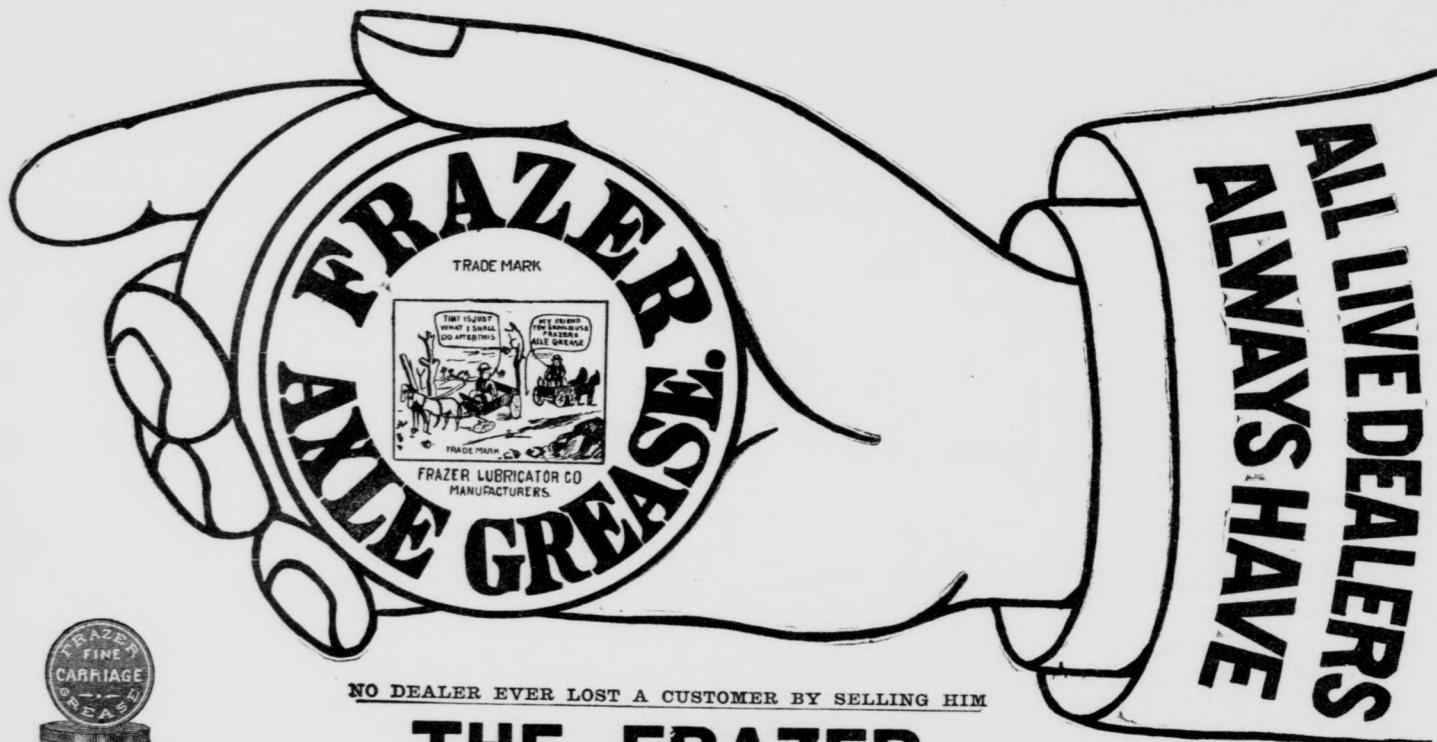
Attribute it to the Skimmer.

From the Jersey Bulletin.

Cheesemaking is not a perfect art, albeit it has been practiced more or less for two thousand years or more. At least, those who set up to be masters of the art, and pose as experts, are not agreed upon a number of points that seem to an ignorant layman to be matters of primary importance—such as how much fat the best cheese should contain, how to handle the curd, how to mix the rennet, how to dry out the cheese, etc. Without presuming to give an opinion on points of technical practice, we venture to remark that the disputants seem to us to be moved by two distinct aims, viz: the one and the large majority are seeking only to find out how they can squeeze the most money out of the milk, with little or no regard to the quality of the cheese. The cheese, indeed, seems to be regarded only as a convenient form for disposing of milk that otherwise could not be sold. The other class is more concerned about the quality of the cheese product than the quantity, or the money product of the milk. Not that the money product is ignored or lost sight of. Just now these parties are engaged in a spirited war of words over the question of skimming milk that is to be made into cheese. The skimmilk party has much the worst of the argument, but, being largely in control of the factories, have the practice all on their side. Hence the scarcity of really good cheese; hence the bad reputation fast fixing itself on all American cheese. The skimmer does it.

Loosening Rusted Screws.

To loosen a rusty screw, apply a red-hot iron to the head of the screw for a minute. This will expand the screw, and, when cool, it will be found to be easily withdrawn. All screws should be smeared with graphite paste before use. This does not become dry nor sticky, and prevents rusting. Door hinges, bicycle chains and ball bearings, and most other articles exposed to friction, can be treated with graphite paste in preference to oil.



One Pound Decorated Tins
1 DOZ. IN A CASE.

NO DEALER EVER LOST A CUSTOMER BY SELLING HIM

THE FRAZER

ALWAYS UNIFORM. OFTEN IMITATED. NEVER EQUALLED.
KNOWN EVERYWHERE. NO TALK REQUIRED TO SELL IT.

Good Grease Makes Trade. Cheap Grease Kills Trade.

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